

Economic Development Committee Minutes
October 14, 2020 – 3:00 p.m.

Present: Chairman Jack Lawler; Committee Members Ed Kinowski, Dan Pemrick, Jean Raymond, Tom Richardson, Jon Schopf, Kevin Tollisen; Supervisors Phil Barrett, Tara Gaston, Todd Kusnierz, Bill Peck, Benny Zlotnick and Chairman of the Board Preston Allen; Chad Cooke, Matt Rose, County Administrator; Steve Dorsey, County Attorney; Jason Kemper, Planning; Todd Shimkus, Saratoga County Chamber of Commerce; Pete Bardunias, Chamber of Southern Saratoga County.

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

On a motion made by Mr. Kinowski, seconded by Mr. Richardson, the minutes of the September 9, 2020 meeting were approved unanimously.

Mr. Lawler introduced Mr. Shimkus for a brief presentation on a campaign that the Chamber would like to launch in support of local businesses. Mr. Lawler said that with the change in season, there is concern within the Chamber and business community that some businesses will struggle through the end of the year. Mr. Shimkus distributed a handout which is attached to these minutes. Mr. Shimkus said that the campaign is called “Save our Locals” and will be launched within the next few days. Mr. Shimkus said that the economy has been reopened but virtually every sector has restrictions, some of which are severe in terms of the capacity they can accommodate inside of their facilities. Mr. Shimkus said that they are worried about the locally owned, independent businesses, most of which went for several months without income during the shutdown. Now they are partially reopened. Mr. Shimkus said that these businesses need a good holiday season and a good bump in the remaining months in the year. Mr. Shimkus said that the Chamber are doing an all-out full court press to save the local businesses. They have created “Save our Locals” logos posters and signage that is customized for each municipality. The graphics can also be downloaded and used from the Chambers website. The promotional effort is to encourage everyone in the community to be a part of this, shop local, dine out locally, purchase local services, use local contractors. Mr. Shimkus said that as the colder months come in, they will bring back the take out program and promotion for restaurants. They will also bring back the gift card promotion, which is important over the holidays. Mr. Shimkus said that their SCORE program (Service Corps Of Retired Executives) has 12 volunteers that are willing to meet in person at the Clifton Park Office, Saratoga Springs Office or Saratoga County Prosperity Partnership Office in Malta or virtually. They have agreed to adapt, normally they do small business start-ups but they would like to help any small business that is trying to adapt, whether it’s changing financial plans, strategy or marketing. Mr. Shimkus said that a dedicated phone line will be set up that anyone can call with questions. They will also be using boosted social media posts and using their foundation to help fund this. They will be reaching out to the community asking those businesses that can help to donate to this and they will use those funds to boost posts and other types of things. They are currently working with a couple of communities on promotional videos. Mr. Shimkus said that these can be done for any communities, just reach out to his office. Mr. Shimkus said that they are doing this for both members and non-members that need help in Saratoga County. Mr. Lawler said that it is a great effort and is very timely. Mr. Lawler said that having the Chamber

get out in front of this, at this time of year may make a big difference. Mr. Lawler said it's important that people in the County are aware of the fact that the quality of life we had and the great dining, shopping options we had prior to the Covid pandemic, if we want to have these when this is all over, we have to make sure these businesses are still around and do what we need to do to support them.

Mr. Kemper previously distributed a memo via email.

A motion was made by Mrs. Raymond, seconded by Mr. Pemrick, to approve the proposed modification and continuation of Saratoga County Consolidated Ag. District No. 1 and issuing a Negative Declaration under SEQR. Unanimous.

Mr. Kemper said that the process started at the beginning of the year. A public hearing was held on September 9th. There were a total of 12 written comments submitted to the Clerk of the Board and an additional 2 comments to the Planning Department. A summary of the comments is included in the final report which is over 200 pages. As part of this year's review, they also did an extensive review with the Real Property Department and local Assessors to make sure that every parcel in the Ag. District was correctly coded as such. Mr. Kemper read the summary from the report to be sent to NYS Ag. & Markets which is as follows:

"The Saratoga County Planning Board (SCPB) and the Saratoga County Agriculture and Farmland Protection Board (SCAFB) has reviewed all materials submitted as part of the 303a 8 year review period for Agricultural District #1. The SCPB and SCAFB determined that the Saratoga County Consolidated Agricultural District #1 is established, robust and operating as originally intended. Each municipality located within the district has and will continue to manage, promote and protect the district through local plans and laws. The SCPB and SCAFB recommend that the Saratoga County Consolidated Agricultural District #1 boundary map be modified to correctly correspond to the 2020 RPS parcel codes depicting participation in the Saratoga County Agricultural District #1. An extensive review was conducted the Saratoga County Planning Department, Saratoga County Real Property Office as well as all municipal Assessors in Agricultural District #1 to correctly delineate the Agricultural District Boundary. All participating county departments, municipalities as well as the Agricultural Farmland Protection Board have agreed on the proposed modification as presented. These changes are depicted in Appendix 7."

Mr. Kemper said that in addition they are also conducting the annual review of 303B's and if any come in by October 31st, they will be presented to the Board of Supervisors for inclusion into the district.

Mr. Kinowski thanked Mr. Kemper for the work he has done with the Town of Stillwater. Mr. Lawler said that the comments received were all very complimentary and appreciated the County making the effort to preserve agriculture and farmland.

A motion was made by Mr. Tollisen, seconded by Mr. Richardson, to authorize the 2020 Trails Grants. Unanimous.

Mr. Kemper said that the applications were reviewed by the Trails Committee on October 7th. A complete summary of each project is included in the previously emailed memo. Mr. Kemper said that there is \$75K in the 2020 budget for trail projects and 11 different municipalities requested funding for a total of \$98,201.50. Mr. Kemper said that when presented to the Trails Committee, two scenarios were outlined. The first is to fund each application at approximately 75.89% which would keep it within the funding amount of \$75K. The second option, preferred by the Trails Committee, was to transfer \$23,201.50 from the 2020 open space budget to fully fund all applications. Mr. Richardson said that in the past, when funding for trails has fallen a little short of fully funding, they have either had funds in reserve, or funds were taken from the County Reserve to fully fund all of the applications. Mr. Richardson said that trails have become very popular and are very important for, not only during the pandemic but moving forward, the health of individuals. Mr. Richardson said that they were aware that there are funds in the open space budget and are requesting to move funds into the Trails line to fully fund the applications this year. Mrs. Raymond said that the transfer would make perfect sense as a trail is basically a linear open space and would probably fit the definition of open space. Mrs. Raymond said that for many, smaller towns especially, they don't have the luxury of being able to have large pieces of open space unless some not for profit comes in to pick up the tab. Mrs. Raymond said that the trails are very important for smaller communities where there are less sidewalks. Mr. Kemper said that the Land Preservation Committee did not move forward with funding applications this year. Of the \$100K in the 2020 open space budget, approximately \$40K from a previous years project in the Town of Malta will be funded from this years budget, leaving approximately \$60K remaining. Mr. Richardson said that they are requesting \$23,201.50 to be transferred to the trails budget. Mr. Cooke confirmed that this is a transfer within the operating budget. Mr. Kemper said that the total project costs for all 11 projects is just under \$300K.

Mr. Richardson said that Mr. Veitch is putting together a list of items that need attention on the trails in the County. Mr. Richardson said that in the past, \$2K-\$3K has been placed in the Planning Department budget for trail maintenance. The trails committee is recommending a consideration of \$15K be placed in the Planning Department budget for the upkeep of the trails moving forward.

A motion was made by Mr. Tollisen, seconded by Mr. Richardson, committee approval of the 2021 budget funding request by the Chamber of Southern Saratoga County's AKA Capital Region Chamber in the amount of \$40K. Unanimous.

Mr. Bardunias distributed a handout which is attached to these minutes, and gave a brief update. Mr. Bardunias said that they have completed 6 straight years of the community development program with Saratoga County and are now going into year 7. Mr. Bardunias expressed the importance of the continued upkeep of past projects and directed the committee to the photos, maintenance of the Historic Lock 19, bulletin board in Mechanicville, Vischer Ferry preserve. Mr. Bardunias said that the Rest Area at Exit 9 was as busy as a normal year even without the track. They worked with the Malta Business Community Alliance and the Stillwater Experience Committee, continued their work with Marine Transportation and Halfmoon Area 3, and continued their support of the Saratoga County Fair. Mr. Bardunias said that the integration with the Capital Region Chamber that began on 1/1/2020 brought additional staff to the Clifton Park office and

brought more resources to the area. Mr. Bardunias said that the budget request for 2021 is the same as 2020 and outlined the main focus of 2021 proposed projects.

1. Continuation/maintenance of past projects
2. Operation of Clifton Park Visitor Center
3. COVID-19 economic crisis and recovery support for Saratoga County Businesses
4. Helping Saratoga County Businesses access up to \$8.5 million in available loan funds via two chamber-facilitated programs
5. Integration with the Capital Region Chamber to better connect Saratoga County to expanded resources and support business growth and community prosperity
6. Continue ongoing initiatives and maintain Community Development Menu of projects for consideration in 2021

Mr. Bardunias encouraged everyone to take advantage of the Clifton Park Visitor Center / Rest Area and to use their brochure and television displays located there. Mr. Bardunias thanked the Committee for the support over the past years. Mr. Lawler said that this Committee has traditionally voted on the Chambers request for funding and passed the request on to Law & Finance. Mr. Lawler said that this year is a tough year budget wise. Every municipal budget has been negatively affected. Mr. Lawler advised Mr. Bardunias that even with approval from this committee, it is unknown where funding will fall within the County budget as Law & Finance works to put the budget together for next year. Mr. Lawler commended Mr. Bardunias on his work ethic and the value of the work provided to the Community.

Mr. Tollisen gave a brief update from the Saratoga County IDA PPE grant program. At yesterday's meeting they approved 23 business applications. The businesses range from senior citizen related health care facilities, hotels, churches, children's museum, dentist offices, hair salons, restaurants and delicatessens. The average benefit was just over \$5K. There is a little over ½ of the funding remaining. Mr. Tollisen encouraged all to keep getting the word out to local businesses. Mr. Lawler commended the IDA and requested a list of the companies for follow up purposes.

A motion was made by Mr. Richardson, seconded by Mrs. Raymond, the meeting was adjourned unanimously.

Respectfully submitted,

Therese Connolly
Deputy Clerk of the Board

**Winter is coming. COVID 19 is still here.
It's time to SAVE OUR LOCALS**

Today, we're proud to announce our plan to launch a SAVE OUR LOCALS campaign to help the local businesses that we love before they are gone forever. We're launching this effort with our partners at Discover Saratoga, the Saratoga Springs City Center, the Saratoga County Prosperity Partnership and the Saratoga Springs DBA.

As winter nears, many local business continue to operate with severe restrictions placed on them. Restrictions that are designed to stop the spread of COVID 19 but which are having a devastating economic impact. With no additional Federal stimulus expected for now and no state programs focused on local businesses, we're taking the lead to do everything we can to SAVE OUR LOCALS.

We've created SAVE OUR LOCALS logos and posters that you can print and display to remind your customers, clients and employees to support local businesses. If you offer Take Out, please let us know as we are recreating our successful Take Out promotion. If you sell gift cards online, please let us know as we will promote this as well. We also want to hear from our nonprofits so we can mobilize our community to support your efforts to help our neighbors in need as this crisis continues.

We're creating a Save Our Locals Hotline to connect local businesses with experts in finance, human resources, marketing, sales, and more. Our SCORE volunteers are eager to offer their award-winning free confidential advice to local businesses looking to pivot or adapt. We know that we are Stronger Together. Let us know if we can help you. Let us know if you can help us at info@saratoga.org.



SCORE Volunteers Want to Help YOU to adapt & succeed!

In 2018 and 2019, our local SCORE Chapter was one of the top performing in the nation in terms of new business startups and jobs created. Now with COVID 19 threatening the survival of existing local businesses, our SCORE volunteers are ready to help save our locals. They will help you adapt your business plan, financial projections, marketing or sales strategies and more. Visits can be in-person or virtual. The one-on-one sessions are confidential and FREE. Call Sara Thornton at the Chamber at 518-584-3255 or email her at sthorton@saratoga.org to learn more.



3 promotions that made a difference are coming back.



When the pandemic hit, the Chamber and our partners mobilized our extensive online and social media platforms to promote local restaurants doing take-out. We promoted local businesses offering online gift cards. We also promoted a list of the items needed by local nonprofits so people could help. With COVID 19 continuing to restrict our activities, we will reorganize all three of these previously successful promotions as part of our new SAVE OUR LOCALS campaign. If you'd like to be included in any one of these promotions, please contact Andrea Cole at acole@saratoga.org right away for more details.

Two ways for you to HELP US to help others!

For those who are in a position to help, we'd like to invite you to make a charitable donation online to the Saratoga County Foundation's SAVE OUR LOCALS campaign. All donations will be used to fund boosted posts on social media for local independently owned firms as well as to create and share video promotions of local communities across Saratoga County. Local businesses and nonprofits can also help the Saratoga County Chamber to help others by joining the Chamber or renewing your membership.

Donate to SAVE OUR LOCALS

Join & Support the Chamber

Save Our Locals Campaign Schedule

10/14/20 – Email announcement to all contacts.

10/14-10/23 – General & Target Emails to build participation in all campaign components

10/26 – 11/20 – Email & Social Media Push of all promotions to mobilize community to SAVE OUR LOCALS.

11/23 – 11/30 – Evaluate & Adapt campaign with Holiday theme.

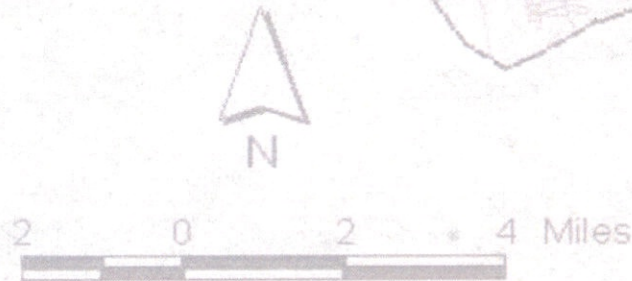
12/1-12/31 – Revise & continue campaign.



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Program 2021



Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
2000

Prepared for:
**Saratoga County Board of
Supervisors**
September 2020





Community Development Plan 2020 (included for reference)

- Maintain existing projects as required with enhancements, including Area 3 in Halfmoon, participation in local Fairs/Festivals and the Rest Area Information Center.
- Utilize the former Malta BPA for Community and Business Development in Malta, Round Lake and Stillwater
- Assist the Burnt Hills-Ballston Lake BPA on Community Revitalization Projects
- Assist the Village of Stillwater with Community Revitalization Projects
- Regional integration with the Capital Region Chamber to better connect Saratoga County to its neighbors, attract our share of business development
- 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 2020 projects, goals and funding request for 2021.

ECONOMIC IMPACT: Each town and all 230,000 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. The other initiatives primarily impact southern Saratoga County communities with a special emphasis on the River Towns and underserved communities, plus Tourism

2020 Funding: \$40,000

How'd We Do? 2020 In Pictures.....

ACTION



Historic Lock 19 and Picnic Area Maintenance – Vischer Ferry



Chamber Angels
“Christmas in July”
virtual fundraisers



Mechanicville Bulletin Board and Upper
Hudson River Map

2020 Virtual TV Special!

THE Showcase of Homes
THE SARATOGA BUILDERS ASSOCIATION, INC.

Don't Miss It! Watch the One-Hour Showcase of Homes TV Special featuring CBS-6 News Anchor Liz Bishop, at these times:

Saturday, September 26 - CW Channel 15 - 12:30-1:30 PM
Sunday, September 27 - WRGB Channel 6 - 1:30-2:00 PM
Saturday, October 3 - WRGB Channel 6 - 1:30-2:30PM
Sunday, October 4 - CW Channel 15 - 12:30-1:30 PM
Saturday, October 10 - WRGB Channel 6 - 1:30-2:30PM
Sunday, October 11 - CW Channel 15 - 12:30-1:30 PM

www.saratogashowcaseofhomes.com

enjoy upstate work RESPONSIBLY!!!

Social Distancing When Boating

Only boat with people in your immediate vicinity.

No boating near shore, right next to shorelines.

Wash your hands at the dock and don't touch dock lines or buoys during boating.

No guests on your boat! Technicians, maintenance staff and crew members should be on your boat.

Go right from your house to the boat and back to your house. No unnecessary contact with anyone.

Enjoy your boat, the water and the fresh air; but enjoy it while boating responsibly.

Social distancing is the best way to stay safe. **SEA & TOW**



- Apr-Jun: 19 webinars, 735 registrants
- Town Hall w/ Sen. Schumer: 500 registrants
- Town Hall w/ Lt. Gov. Hochul: 451 registrants



Events & More: www.HudsonCrossingPark.org
Rt. 42, Schuylerville, NY Exit 14 East

Rest Area Display Screens

Virtual Events and COVID-19 support for businesses



How'd We Do? 2020 In Pictures.....

ACTION



Malta Business
Community Alliance
and
MaltaNYBusiness.com



Stillwater Experience Committee



REGIONAL PLAN



Marine Transportation /
Area 3



Saratoga County
"Virtual" Fair



Larger staff in Clifton Park office – increased
services for Saratoga County businesses



Community Development Plan 2021

- Maintain existing projects as required with enhancements, including local maintenance projects, Area 3 in Halfmoon, promotion of “Renew Here” and DMV, the Saratoga County Fair, and the Rest Area Information Center
- Continue COVID-19 related support for businesses (not limited to members of the Capital Region Chamber), including one-on-one consultation with Saratoga County businesses, and connections with available resources, expertise and financial services
- Dialog with the Saratoga County Economic Development Committee regarding available funding sources for local businesses totaling \$8.5 million available in the Capital Region
- Continue regional integration with the Capital Region Chamber to better connect Saratoga County to its neighbors, attract our share of business development
- Support local small business groups and committees, review past initiatives and possible additional 2021 projects as year progresses – maintain Community Development Menu
- Work with local BPAs/chambers/regional associations as partners
- Engage local corporations in community development activities, coordinate volunteers
- Develop and maximize economic benefits of community improvement projects
- Provide a status report to the county Economic Development Committee of progress on 2021 projects, goals and funding request for 2022

ECONOMIC IMPACT: The Capital Region Chamber has a proven track record of job retention and business support, and since the 1/1/2020 affiliation with the Chamber of Southern Saratoga County, the combined organization has worked to provide individual advice, support and guidance to over 1000 Saratoga County businesses with some 30,000 employees during very challenging economic times. Each town and all 230,000 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. Available regional loan programs can draw on \$8.5 million to assist local businesses in need. The other initiatives primarily impact southern Saratoga County communities with a special emphasis on the River Towns and underserved communities, plus Tourism and frequent business travelers to our area. The info center at the Exit 9 Rest Area places Saratoga County information in front of 200,000-250,000 people each year. Even in 2020, traffic remained very high at that location, which was this county’s only dedicated connection to the I-87 corridor.

2021 Funding Request: \$40,000

2021 Project 1: Continuation/maintenance of past projects **PLAN**

Why Maintain? The projects conducted under the Saratoga County Community Development Program have a proven record of success, and the continued maintenance has preserved the value of past investments while setting the stage for future enhancements.

The 2021 project will produce the following results/deliverables:

- Historic Lock 19 / Vischer Ferry picnic area maintenance, conduct April work parties and assess potential improvements
- Periodically inspect and maintain Mechanicville Gazebo / waterfront Bulletin Board in conjunction with the City
- Assist the Halfmoon Business and Economic Development Committee in developing its plan to re-zone and promote 6 areas within the Town to better serve its residents and build a stronger local economy, with an emphasis on Area 3 Halfmoon Intermodal Industrial Complex. Report on support activity and outcomes
- Run the Waterford Canal Festival, featuring many Saratoga County businesses and display literature on Saratoga County venues
- Place “Renew Here” DMV information at the Waterford Canal Festival and other fairs/festivals where we exhibit
- Host a large tent at the Saratoga County Fair and improve/enhance the experience for county residents
- Maintain the Malta Business Community Alliance and MaltaNYBusiness.com website.
- Provide feedback on the above activities in periodic reports

Prepared by
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
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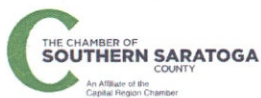
2021 Project 2: Operation of the Clifton Park Visitor Center **PLAN**

Why Operate the Visitor Center? The Clifton Park Visitor Center, located inside of the Exit 9 Rest Area on I-87, is the only location on the lower Northway where information can be displayed and disseminated to the public in both print and electronic form, independent of the I Love NY program and other statewide initiatives. By working with the Chamber of Southern Saratoga County, information unique to our county can be distributed to support every City, Village and Town and associated events.

The 2021 project will produce the following results/deliverables:

- Staff the Clifton Park Visitor Center as per agreement with New York State Department of Transportation
- Display information on Saratoga County businesses, fairs and festivals at the Clifton Park Visitor Center
- Continue to put events submitted by all Saratoga County municipalities on the Clifton Park Visitor Center monitor seen by 1,000 travelers daily (located at the rest area just north of Exit 9, on I-87)
- Place “Renew Here” DMV information at the Clifton Park Visitor Center
- Report on activities at the Center to the Economic Development Committee

Prepared by:
THE CAPITAL
REGIONAL PLANNING
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Visitors
Information



2021 Project 3: COVID-19 economic crisis and recovery support for Saratoga County Businesses

PLAN

Why COVID-19 support? Since March 2020, the COVID-19 crisis has had a devastating impact on some sectors of our economy, while others have suffered lesser impact, been largely unchanged or even found new successes. The Chamber of Southern Saratoga County has worked one-on-one with numerous businesses in Saratoga County and beyond to help them find available resources and, in some cases, pivot to new opportunities in order to remain financially viable during the crisis and beyond.

The 2021 project will: Continue COVID-19 related support for businesses (not limited to chamber members), including one-on-one consultation with Saratoga County businesses, and connections with available resources, expertise and financial services

Deliverables:

- Progress report on successes/challenges shared with the Economic Development Cmte
- Update on best practices and opportunities which arise

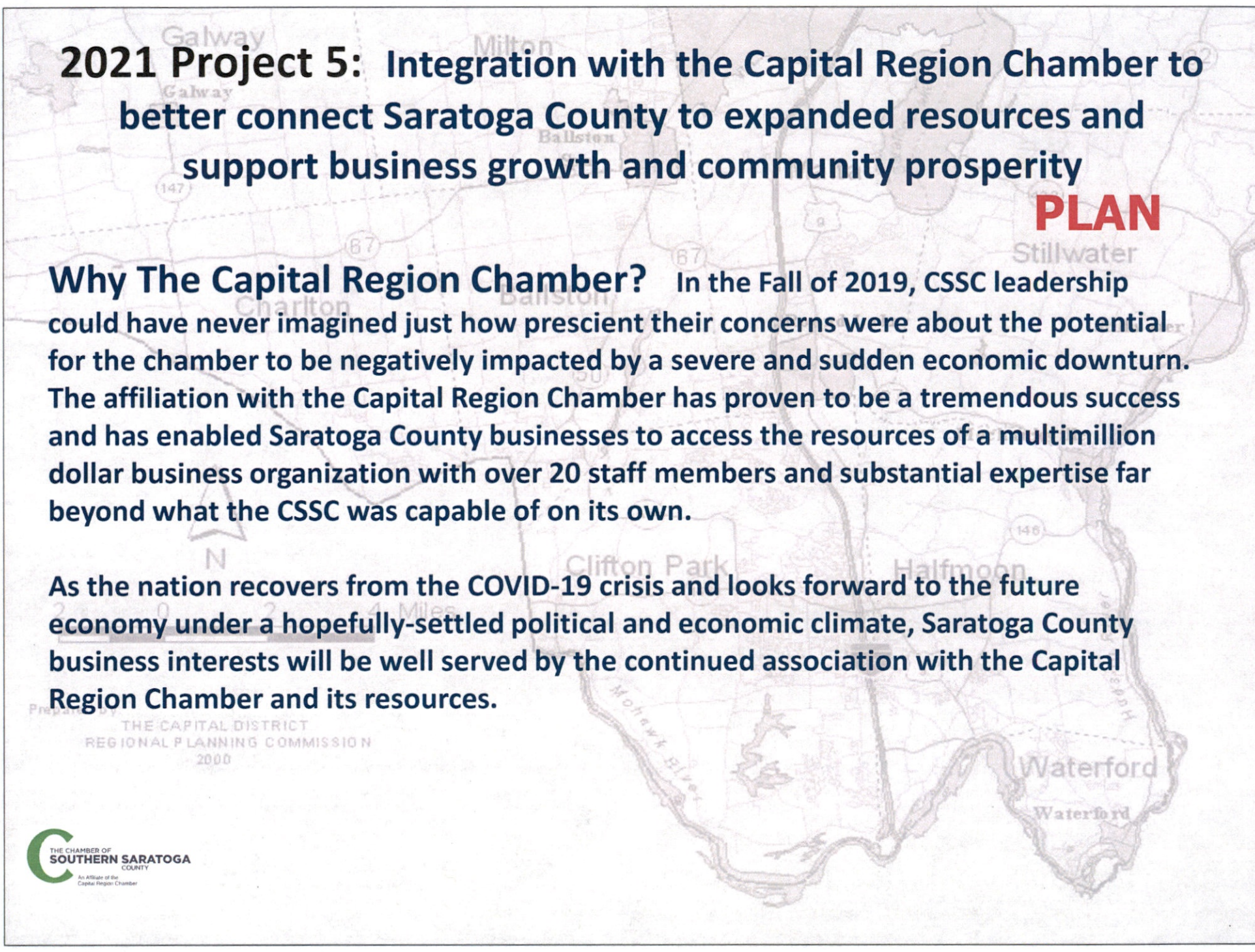
2021 Project 4: Helping Saratoga County businesses access up to \$8.5 million in available loan funds via two chamber-facilitated programs

PLAN

Why available loans? The Capital Region Chamber administers several loan programs to provide financing to area businesses. The Microloan program (<https://capitalregionchamber.com/micro-loan-programs-2/>) provides up to \$25,000 for startups or \$50,000 for established businesses, and through funding from the CARES Act, our chamber was able to access \$8,000,000 to establish a new loan fund to assist businesses impacted by the COVID-19 economic crisis. The Capital Region Advancement Fund (<https://capitalregionchamber.com/capital-region-advancement-fund/>) offers loan amounts from \$25,000-\$500,000, terms ranging from 2-10 years, and interest rates of 1.5%, with low to no closing fees, application fees waived, principal payments deferred for the first six months, and no prepayment penalties. Saratoga County businesses are eligible to apply for either program.

Deliverables:

- Report on businesses which have successfully applied for loans under these programs
- Provide feedback to the Economic Development Committee regarding these programs



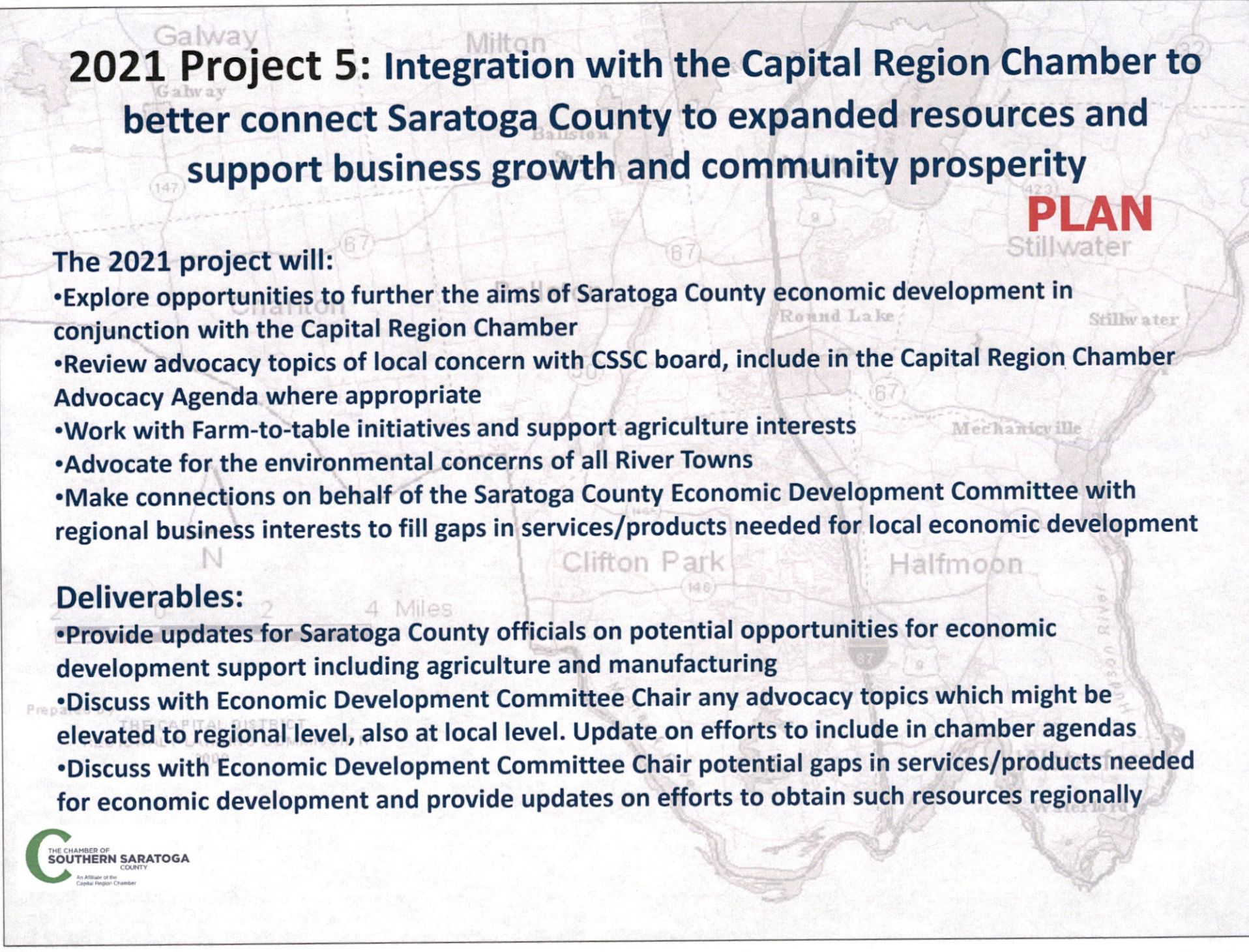
2021 Project 5: Integration with the Capital Region Chamber to better connect Saratoga County to expanded resources and support business growth and community prosperity

PLAN

Why The Capital Region Chamber? In the Fall of 2019, CSSC leadership could have never imagined just how prescient their concerns were about the potential for the chamber to be negatively impacted by a severe and sudden economic downturn. The affiliation with the Capital Region Chamber has proven to be a tremendous success and has enabled Saratoga County businesses to access the resources of a multimillion dollar business organization with over 20 staff members and substantial expertise far beyond what the CSSC was capable of on its own.

As the nation recovers from the COVID-19 crisis and looks forward to the future economy under a hopefully-settled political and economic climate, Saratoga County business interests will be well served by the continued association with the Capital Region Chamber and its resources.

THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
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2021 Project 5: Integration with the Capital Region Chamber to better connect Saratoga County to expanded resources and support business growth and community prosperity

PLAN

The 2021 project will:

- Explore opportunities to further the aims of Saratoga County economic development in conjunction with the Capital Region Chamber
- Review advocacy topics of local concern with CSSC board, include in the Capital Region Chamber Advocacy Agenda where appropriate
- Work with Farm-to-table initiatives and support agriculture interests
- Advocate for the environmental concerns of all River Towns
- Make connections on behalf of the Saratoga County Economic Development Committee with regional business interests to fill gaps in services/products needed for local economic development

Deliverables:

- Provide updates for Saratoga County officials on potential opportunities for economic development support including agriculture and manufacturing
- Discuss with Economic Development Committee Chair any advocacy topics which might be elevated to regional level, also at local level. Update on efforts to include in chamber agendas
- Discuss with Economic Development Committee Chair potential gaps in services/products needed for economic development and provide updates on efforts to obtain such resources regionally

•2021 Project 6: Continue ongoing initiatives and maintain Community Development Menu of projects for consideration in 2021 **PLAN**

Why this approach? 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. Additionally we have undertaken projects in the past that touch on subjects that, while inactive now, may provide opportunities for additional action during the course of the year.

The 2021 project will provide the following outcomes and potential deliverables:

- Maintain established local Community Business Alliances as needed and continue interaction and business development initiatives with towns and villages, and their local business and professional associations, sharing CBA meeting notes with the Committee
- Report on support of local business and professional associations, with emphasis on the River Towns and their local business organizations/committees
- 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