

ECONOMIC DEVELOPMENT COMMITTEE  
February 3, 2021 3:00 p.m.

AGENDA

Chair: Philip Barrett

Members:

Tara Gaston  
Joe Grasso  
Jon Schopf  
Kevin Tollisen  
Sandra Winney  
Tom Wood

- I. Welcome and Attendance
- II. Approval of the minutes of the December 9, 2020 meeting
- III. Appointment of a Vice-Chair
- IV. Amend Boundaries of Consolidated Agricultural District #2 – Jason Kemper, Planning
- V. Authorizing major contract extension with Cornell Cooperative Extension for the management of the Saratoga County MS4 Stormwater Program for a term of 1 year – Jason Kemper, Planning
- VI. Saratoga Economic Development Corporation Presentation – Dennis Brobston
- VII. Saratoga County Prosperity Partnership Presentation – Shelby Schneider
- VIII. Other Business
- IX. Adjournment

Due to public health and safety concerns related to COVID-19, there is limited capacity in the Boardrooms. The public will have an opportunity to hear the meeting live via an audio signal using this call-in number and access code:

Dial: 1-978-990-5145  
Access Code: 1840389



## **SARATOGA COUNTY PLANNING DEPARTMENT**

**JASON KEMPER  
DIRECTOR**

**TOM L. LEWIS  
COUNTY PLANNING BOARD  
CHAIRMAN**

**January 26th, 2021**

**To: Economic Development Committee Members**

**CC: County Administrator's Office  
County Attorney's Office  
Clerk of the Board of Supervisors**

**From: Jason Kemper, Director of Planning**

**RE: February 2021 Economic Development Meeting**

***Agricultural District Amendment (Action Item – amend boundaries of Consolidated Agricultural District #2)***

Pursuant to Agriculture and Markets Law 25-AA §303-b (AML 25-AA §303-b), Saratoga County held its required 30-day annual review period between October 1 and October 31, 2020. During this time, landowners may submit a request for inclusion of viable agricultural lands within their respective certified agricultural district. The purpose of this review is to provide agricultural landowners with an opportunity to add land to an existing agricultural district on an annual basis, outside of the review periods established in AML 303-a.

During the 2020 annual review, Saratoga County received petitions from two (2) landowners seeking inclusion of three (3) parcels in a Saratoga County Consolidated Agricultural Districts. The Saratoga County Agricultural and Farmland Protection Board reviewed each petition at their meeting held on December 21, 2020 and has recommended to the Saratoga County Board of Supervisors that these amendments be approved. The Board of Supervisors is required to hold a public hearing on the proposed amendments and adopt a formal resolution amending the boundaries of the districts per AML 25-AA §303-b.

In January, a request was made to the Board of Supervisors to hold a public hearing on February 10, at 3:45 PM prior to the Law and Finance meeting. If no comments are received, I will seek approval for the Ag District Amendments at the February Board Meeting.

The following is a list of petitions received by the Clerk of the Board of Supervisors during the 30 day review period in the month of October 2020. Each of these parcels have been

recommended for inclusion into Agricultural District #2. Attached to this document, please find the report from the Agricultural and Farmland Protection Board. The Town Supervisors in Galway and Corinth were notified of these amendments.

1. Frank and Pamela Hoerauf, Town of Galway, Tax Map #: 185.-2-20.27, +/-23.38 acres located on Hermance Road. This property is currently used to cultivate garlic with aspirations of expanding the growing operation and to become a certified garlic grower. **The board recommends that the Frank and Pamela Hoerauf petition of +/- 23.38 acres be included in Saratoga County's Consolidated Agricultural District #2.**
2. Ziggy and Timber, LLC, Town of Corinth, Tax Map #'s: 73.-2-53.1 & 73.-2-53.2, a combined total of +/- 32.22 acres located on NYS Route 9N. This property is proposed to be utilized for cultivating garlic along with providing syrup, honey, plants and vegetables and eggs to the community. **Note:** The Town of Corinth is currently not listed as a certified municipality in Saratoga County Consolidated Agricultural District #2. In addition, the resolution will need to certify the Town of Corinth as a township in the Saratoga County Consolidated Agricultural District #2. **The board recommends that the Town of Corinth be certified and added to Saratoga County's Consolidated Agricultural District #2. The board recommends that the Ziggy and Timber, LLC petition of +/- 32.22 acres be included in Saratoga County's Consolidated Agricultural District #2.**

Recommended inclusions in Saratoga County Consolidated Agricultural District #2 is a total of +/- 55.60 acre.

As part of this resolution, the Saratoga County Board of Supervisors will also need to issue a negative declaration under SEQRA. The appropriate materials are attached to this memo for review by the Board of Supervisors.

***Cornell Cooperative Extension MS4 Contract (Action Item – Authorize a major contract extension with CCE for the management of County MS4 Program in the amount of \$188,737.00 for one year)***

Saratoga County contracts with CCE for the management of the County MS4 Stormwater program. The contract is in the amount of \$188,737 and is provided for in the 2021 Planning Department budget under account 1-80-000-8724. This contract is used as our local match for the Stormwater Grant monies that we receive. The current agreement with Cornell Cooperative Extension via resolution 124-2018 was a 3 year term which expired on 12-31-2020. The previous contract included a yearly escalation of county funding to Cornell for the stormwater program. As a result of the pandemic, Cornell Cooperative Extension has requested a one year extension of the current contract at the same rate as 2020. This amount was placed in, and approved in the 2021 Budget. I have attached the resolution from 2018 authorizing the contract with Cornell Cooperative Extension. A copy of the 2018-2020 executed contract can also be provided for review. The contract term will be for 1 year.

If any of the committee members would like additional information on the item listed above feel free to contact me.

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**Saratoga County Consolidated Agricultural District  
Report and Recommendation of the Saratoga County Agriculture  
& Farmland Protection Board to  
The Saratoga County Board of Supervisors  
Submitted January 2021**

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**Petitioners:**

Frank and Pamela Hoerauf, Town of Galway  
Ziggy and Timber, LLC, Town of Corinth

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Agriculture and Markets Law, Article 25-AA (AML 25-AA) authorizes the creation of agricultural districts through local landowner interest, preliminary county review, county adoption, and subsequent state certification. The purpose of agricultural districting is to encourage and promote the continued use of farmland for agricultural production. The program is based on a combination of landowner incentives and protections- all of which are designed to forestall the conversion of farmland to non-agricultural uses. Properties in State-certified agricultural districts receive benefits in the form of partial real property tax relief by way of agricultural and special assessments. Additionally, agricultural districts provide protections against overly restrictive local laws, government funded acquisition or construction projects, and private nuisance complaints involving agricultural practices.

Pursuant to AML 25-AA, the Board of Supervisors may establish an annual 30-day agricultural district review period, during which time landowner(s) with viable agricultural land may petition to be included in their respective agricultural district. In December of 2003, the Saratoga County Board of Supervisors adopted October as the annual 30-day agricultural district inclusion period. The 30-day timeframe takes place between October 1st and October 31st. In 2020, the Board of Supervisors received petitions from two (2) landowners requesting the inclusion of three (3) parcels into one of Saratoga County's certified agricultural districts.

The Saratoga County Agricultural & Farmland Protection Board (AFPB) met on December 21, 2020 to review the agricultural district inclusion requests that were received during the October 2020 30-day review period. The AFPB recommends that the following +/- 55.60 acres of viable farmland be added to the **Saratoga County Consolidated Agricultural District #2:**

1. **Frank & Pamela Hoerauf**, Town of Galway, Tax Map #: 185.-2-20.27, +/- 23.38 acres located on Hermance Road. This land is currently being used to cultivate garlic with aspirations of expanding the operation and becoming a certified organic garlic grower.
2. **Ziggy & Timber, LLC**, Town of Corinth, Tax Map #'s: 73.-2-53.1 & 73.-2-53.2, +/- 32.22 acres located on NYS Route 9N. This property is planned to be used to cultivate garlic in addition of providing syrup, honey, plants, vegetables and eggs to the community.

In accordance with Section 303-b of Article 25AA, the Saratoga County AFPB has prepared this report for the Board of Supervisors. The report considers the following questions regarding the status of farming in the agricultural districts and uses this information as the basis for its recommendation.

**1. The nature of farming and farm resources within such district(s):**

Farms in Saratoga County are a strong part of the County's heritage and an important industry to the County's health, both physically and financially.

In 2017 (the latest data provided by U.S. Dept. of Agriculture), there were 591 farms in Saratoga County averaging 121 acres per farm and producing an annual sales volume of \$76.8 million in agricultural products (USDA -2017 Census of Agriculture –Saratoga County, NY). The County's farms are concentrated along its eastern border (Ag. District #1) and in the southwest corner (Ag. District #2) where soil quality is better suited for farming practices. Saratoga County farms produce a wide variety of products including but not limited to: horses, apples, beef, dairy products, field crops, horticulture, livestock, and vegetables.

In 2020, the Saratoga County Board of Supervisors completed the New York State mandated 8-year review of the status of Saratoga County Consolidated Agricultural District #1 pursuant to the NYS AML 25-AA, Section 303a. Saratoga County's Consolidate Agricultural District #1 overlays within the boundaries of the Towns of Moreau, Northumberland, Saratoga, Stillwater and Wilton. The 8-year report prepared by the Saratoga County Agriculture and Farmland Protection Board for the Saratoga County Board of Supervisor's 8-year review indicates that there are approximately 61,642 acres in Saratoga County's Consolidate Agricultural District #1. The report concluded that approximately 67% of the lands within Saratoga County's Consolidate Agricultural District #1 was being used for farming and other agricultural-type purposes. Therefore, the majority of the land uses are of that for agricultural purposes and this portrays Saratoga County's Consolidate Agricultural District #1 as being robust and operating as intended to protect and sustain the farming industry. By utilizing information extracted from the County's Map Viewer program using data updated in 2018, illustrates that Saratoga County's Consolidate Agricultural District #2 has approximately 53,600 acres included in the Towns of Ballston, Charlton, Clifton Park, Edinburg, Galway, Greenfield, Malta, Milton, Providence and the City of Saratoga Springs. Subsequently, the Saratoga County's Consolidate Agricultural District #2 is scheduled to proceed through the NYS AML 25-AA, Section 303a 8-year review in early 2021. Finally, the lands included in both Saratoga County's Agricultural Districts #1 & #2 equal close to 21% of the total acres in Saratoga County further illustrating their importance.

## **2. The extent to which the district(s) has achieved its original objectives:**

The original purpose for creating the Agricultural Districts was to conserve, protect, and encourage the development and improvement of lands for agricultural production in Saratoga County. The sheer existence and designation of Agricultural Districts exemplifies how important farming and the agriculture industry is to Saratoga County. The Agricultural Districts has provided the foundation for the importance of and the protection of the continued sustainability of agriculture in the county that is experiencing ever increasing development pressure on its land for non-agricultural purposes. Again, Saratoga County's Consolidate Agricultural District #1's NYS AML 25-AA, Section 303a 8-year report concluded that approximately 67% of the lands within the district was being used for farming and other agricultural-type purposes. Therefore, Saratoga County's Consolidate Agricultural District #1 is robust and operating as intended to protect and sustain the farming industry.

The Agricultural Districts memorialize the identifiable areas of agricultural land in the County that are to be protected and the results are an increased exposure and interest in other agricultural and farmland protection initiatives within the County.

No less important are the environmental elements associated with protecting farmland in the agriculture districts such as: preservation of open space and scenic vistas, the conservation of

productive soils, the preservation of woodland and wetlands and the preservation of wildlife habitat. These tangible environmental attributes, which are integrated with the lands of the agricultural district, and the protection thereof, have also benefited the County and its communities.

**3. The overall status of farming, the farm economy and farm investment in such district(s):**

Saratoga County continues to experience significant and ongoing development pressure on its agricultural lands. The existence of the County’s Agricultural Districts helps to encourage the preservation of existing farmlands and discourage the conversion of farmland to non-agricultural uses. But, the threat persist.

The following is data from U.S. Dept. of Agriculture’s 2007, 2012 and 2017 Census of Agriculture reports for Saratoga County:

<u>Year</u>	<u># of Farms</u>	<u>Land in Farms</u>	<u>Avg. Size of Farms</u>	<u>Market Value of Products Sold</u>
2007	641	75,660 acres	118 acres	\$58,226,000
2012	583	78,849 acres	135 acres	\$79,968,000
2017	591	71,604 acres	121 acres	\$76,810,000

The above ten years of data overall shows that the farming industry, in Saratoga County, is in a decline even with the surge indicated in 2012.

**4. The extent to which the number of farms and farm acres in such district(s) furthers the purposes for which such district(s) was originally created**

The 2020 8-year review report prepared by the Saratoga County Agriculture and Farmland Protection Board for the Saratoga County Board of Supervisor’s review indicates that approximately 67% of the lands within Saratoga County’s Consolidate Agricultural District #1 was being used for farming and other agricultural-type purposes. This portrays Saratoga County’s Consolidate Agricultural District #1 as being robust and operating as intended to protect and sustain the farming industry.

The subsequent AML Article 20-AA, Section 303a 8-year review is to occur in late winter for Saratoga County Consolidated Agricultural District #2. It is anticipated that the same outcome will be derived and that the majority of the lands in Agricultural District #2 as being used for an agricultural-type purpose.

Therefore, both agricultural districts #1 and #2 are functioning as originally created protecting, promoting and sustaining the agriculture and farming industry in their distinct parts of the county.

**5. Any county agricultural and farmland protection planning or implementation efforts pursuant to Article 25-AA of the Agriculture and Markets Law**

The County Board of Supervisors adopted a County Agriculture and Farmland Protection Plan in December 1997. The plan provides background information on the status and importance of farming to the county’s economy and quality of life, and makes a series of recommendations for communities to consider. These recommendations focus on farmland protection, making improvements to the financial outlook for farming, and developing the community’s appreciation of agriculture’s economic and environmental value.

In 2003, the Board of Supervisor's implemented a grant funding program for Farmland Protection and Open Space Acquisition projects. The program, to date, has protected 4,813 acres of land with 2,968 acres being farmland protection projects. The County in conjunction with municipalities and the local land trust, has been quite successful in obtaining state money for purchase of development rights projects throughout the county.

In closing, the Saratoga County Consolidated Agricultural District #1 & #2 protect, preserve and promote its agricultural lands and its farming industry within the areas containing the County's more productive agricultural soils. The Agricultural Districts help preserve some of the County's more important natural and ecological attributes all the while creating employment opportunities and adding millions of dollars of revenue each year. It is these principle ideas that create the need to maintain and sustain the County's Agricultural Districts for the present and future financial and physical health of the County.



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OCT 19 2020

SARATOGA COUNTY  
PLANNING DEPARTMENT



## Saratoga County, New York Agricultural District Inclusion Form

(Please type)

Please complete this form for each parcel of your viable agricultural land that you wish to include within Saratoga County Consolidated Agricultural District #1 or #2. **Please submit this form no later than October 31, 2020 to the Office of the Clerk of Board, Saratoga County Board of Supervisors, 40 McMaster Street, Ballston Spa, New York 12020.** Each owner must sign below.

Landowner Name(s): Frank and Pamela Hoerauf

Telephone Number: 516-779-8598

Mailing Address: 1080 Hicksville rd , Seaford, New York 11783

Email Address: phoerauf1@optonline.net

### PROPERTY INFORMATION

Saratoga County Tax Map/ Parcel Identification Number for Parcel to be added:  
tax map # 185.-2-20.27

Street Address of Parcel, including City/Town/Village Located In:  
1548 Hermance rd, Galway, New York 12074

Agricultural District in which Parcel is located (check one): #1  #2

Total number of acres to be included: 23.38

Total acres tillable/cropped of the parcel to be included: 4

Current uses of the property: Organic Garlic farm

Please provide a brief explanation of why you would like the property to be included in an agricultural district: We have been growing organic garlic at this location for ten years now and would like to be included in the Agricultural district as we are looking to expand as well as become certified organic. We can be found on instagram as Mountainviewgarlic

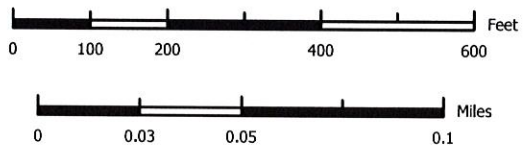
By submitting this form, I/we understand that I/we am/are requesting to place my/our property within a New York State certified Agricultural District, and the property may not be removed from the district even if subdivided or combined with other property until the next eight year review period pursuant to New York State Agricultural Law 25-AA Section 303-a. I/we also understand that this is not a request for an agricultural assessment, which must be requested from the local tax assessor's office. I/we understand that this request is subject to review and approval by the Saratoga County Agricultural and Farmland Protection Board and the Saratoga County Board of Supervisors, and certification by the New York State Department of Agriculture and Markets.

Signature: Frank Hoerauf

Date: 10/12/2020

Signature: Pamela Hoerauf

Date: 10/12/2020

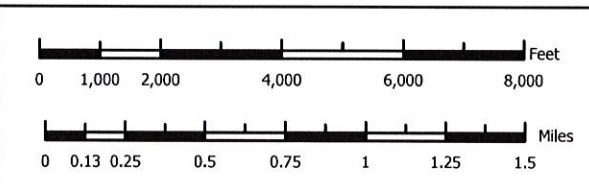
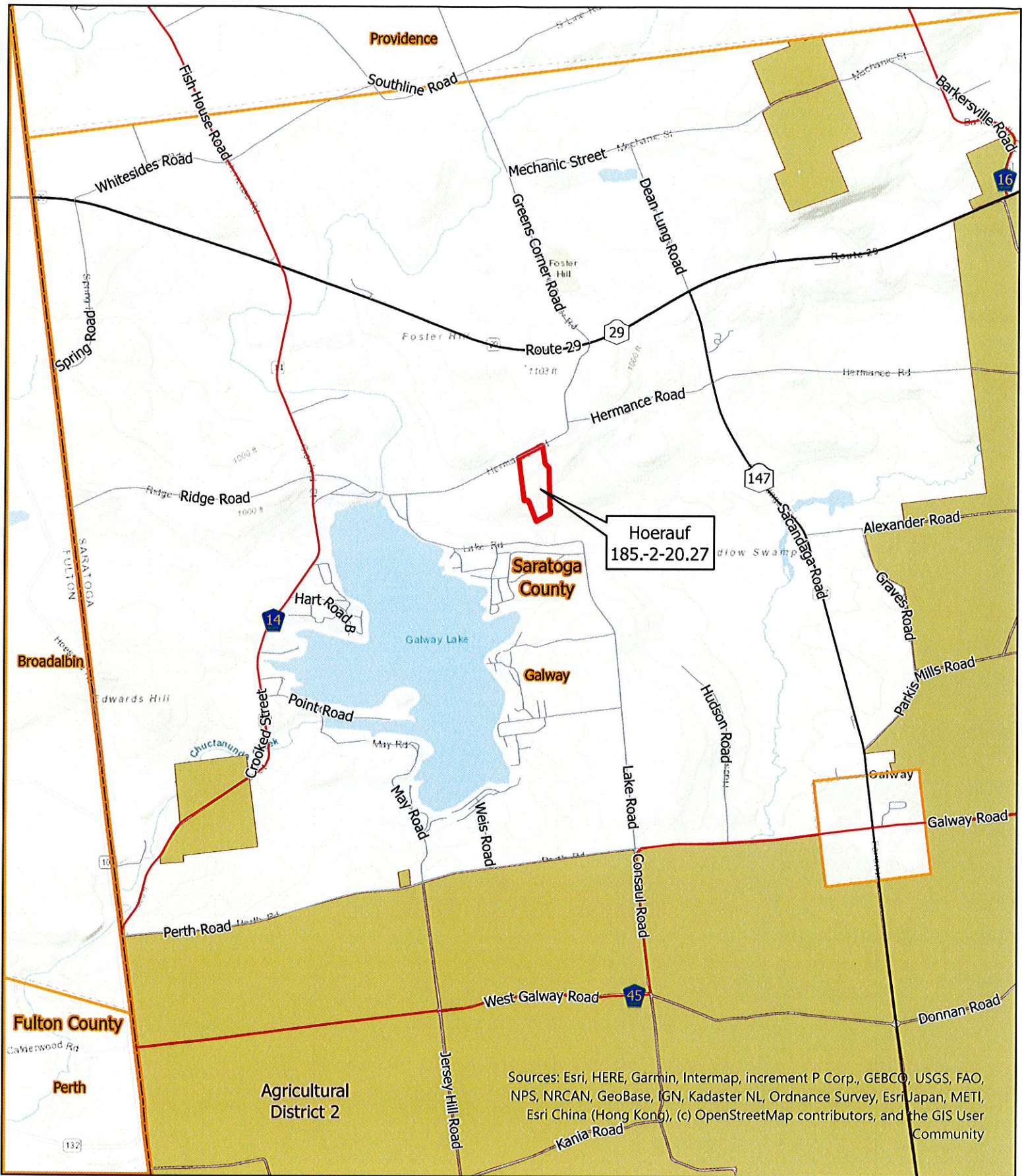


-  Agricultural District Petition
-  Tax Parcel
-  Agricultural District I
-  Agricultural District II

2020 Agricultural District  
Inclusion Petition  
ORTHOIMAGE

Hoerauf  
185.-2-20.27



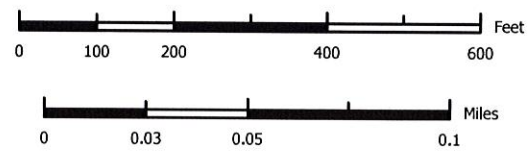
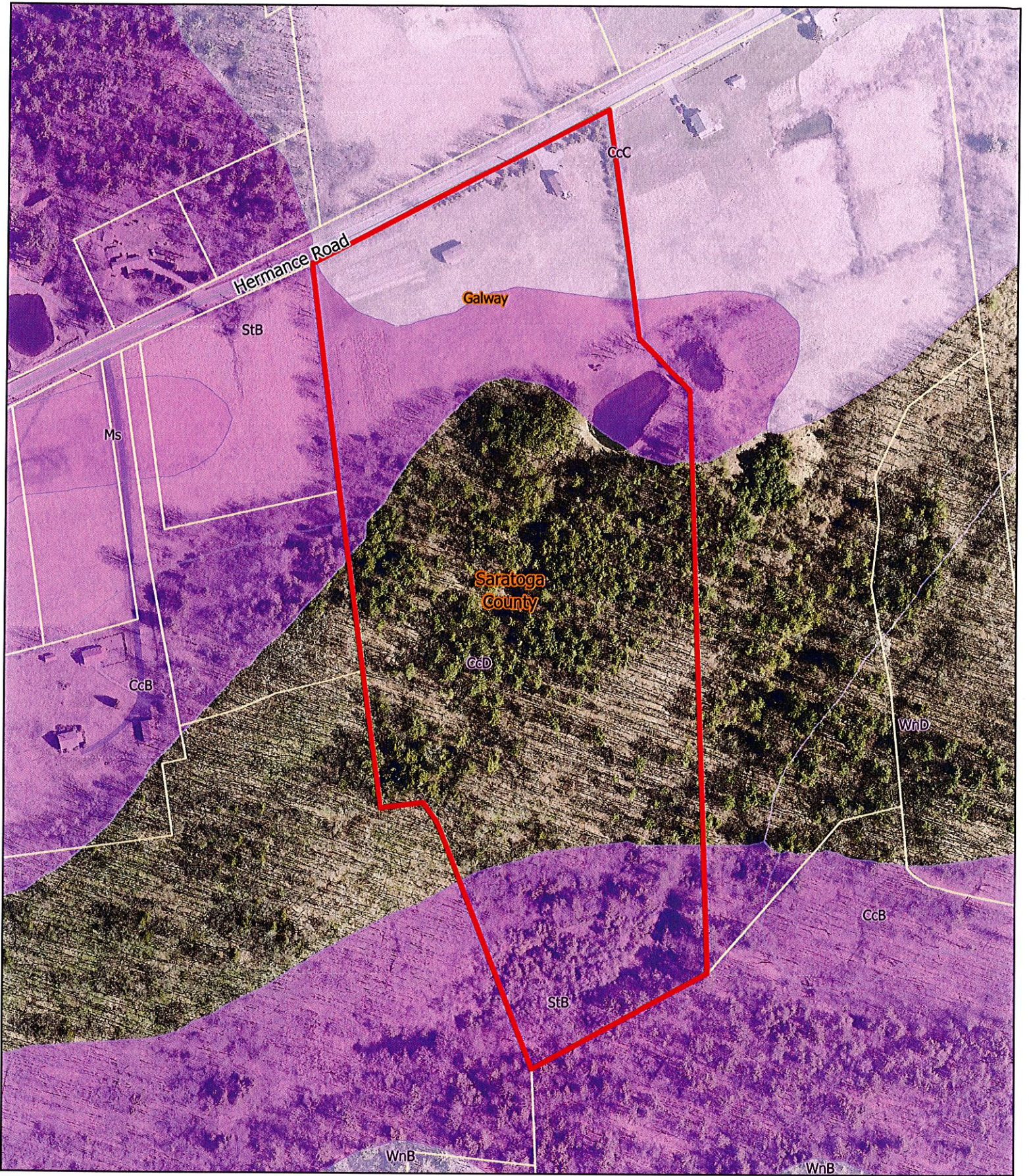


- Agricultural District Petition
- Agricultural District I
- Agricultural District II

2020 Agricultural District  
Inclusion Petition  
SITE

Hoerauf  
185.-2-20.27





- Agricultural District Petition
- Tax Parcel
- Prime Farmland
- Farmland of Statewide Importance
- Other Soils

2020 Agricultural District  
 Inclusion Petition  
 SOIL  
 Hoerauf  
 185.-2-20.27



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OCT 29 2020



## Saratoga County, New York Agricultural District Inclusion Form (Please type)

Please complete this form for each parcel of your viable agricultural land that you wish to include within Saratoga County Consolidated Agricultural District #1 or #2. **Please submit this form no later than October 31, 2020 to the Office of the Clerk of Board, Saratoga County Board of Supervisors, 40 McMaster Street, Ballston Spa, New York 12020. Each owner must sign below.**

Landowner Name(s): Ziggy & Timber, LLC  
Telephone Number: 518-378-9332  
Mailing Address: 4839 NY-9N Corinth, NY 12822  
Email Address: Firewood15n@gmail.com

### PROPERTY INFORMATION

Saratoga County Tax Map/ Parcel Identification Number for Parcel to be added:  
73. - 2 - 53.1 + 73. - 2 - 53.2

Street Address of Parcel, including City/Town/Village Located In:  
4839 NY-9N Corinth, NY 12822

Agricultural District in which Parcel is located (check one): #1 \_\_\_\_\_ #2  \* Proposed to be included in county AG district

Total number of acres to be included: 32.22

Total acres tillable/cropped of the parcel to be included: + / - 10

Current uses of the property: Sale of Firewood - Garlic - Syrup - Honey - Eggs - Plants - Vegetables

Please provide a brief explanation of why you would like the property to be included in an agricultural district: In 2020, 5,000 seeds were planted, when re-planted in 2021, yield will equal 25,000. Plan on being a garlic farmer in addition to providing syrup, honey, plants, vegetables, and eggs for the community.

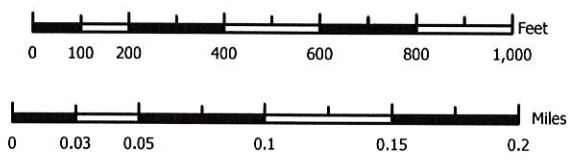
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Signature: Lou Faraone

Date: 10/28/2020

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

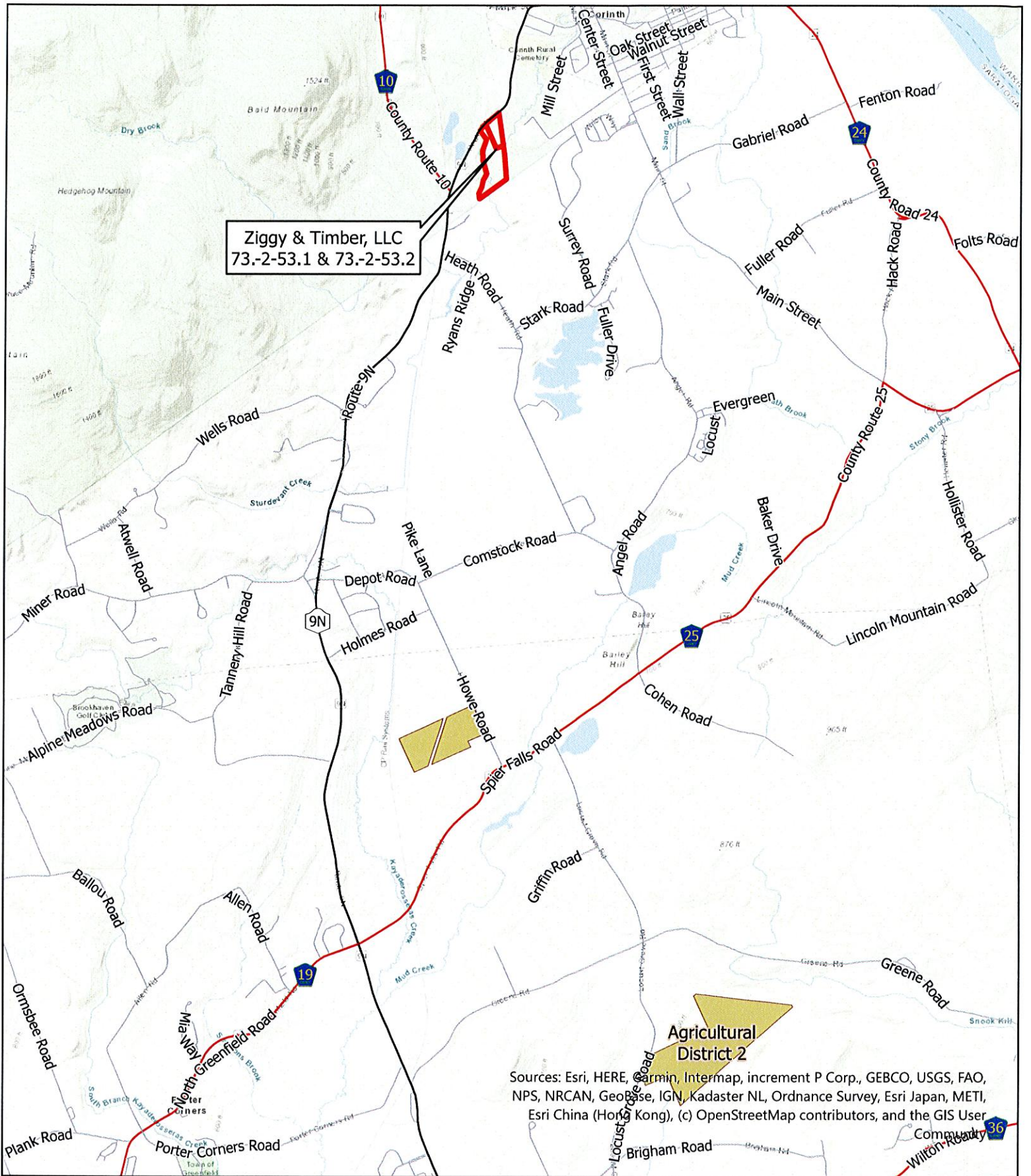


- Agricultural District Petition
- Tax Parcel
- Agricultural District I
- Agricultural District II

2020 Agricultural District  
Inclusion Petition Map  
ORTHO

Ziggy & Timber, LLC  
73.-2-53.1 & 73.2-2-53.2

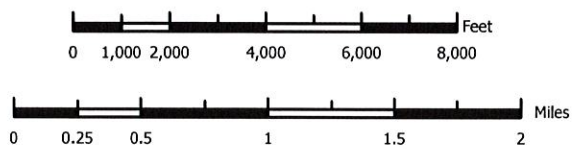




Ziggy & Timber, LLC  
73.2-53.1 & 73.2-53.2

Agricultural District 2

Sources: Esri, HERE, Garmin, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, Geobase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), (c) OpenStreetMap contributors, and the GIS User Community

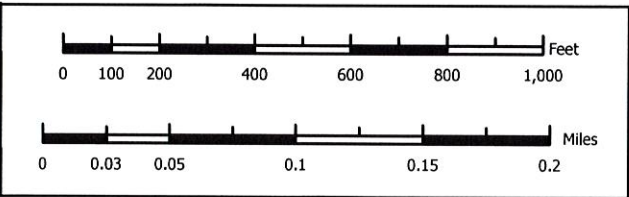


- Agricultural District Petition
- Agricultural District I
- Agricultural District II

2020 Agricultural District Inclusion Petition Map SITE

Ziggy & Timber, LLC  
73.2-53.1 & 73.2-2-53.2





- Agricultural District Petition
- Tax Parcel
- Prime Farmland
- Farmland of Statewide Importance
- Other Soils

2020 Agricultural District Inclusion Petition Map SOIL

Ziggy & Timber, LLC  
73.-2-53.1 & 73.2-2-53.2





# Short Environmental Assessment Form

## Part 1 - Project Information

### Instructions for Completing

**Part 1 – Project Information.** The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

<b>Part 1 – Project and Sponsor Information</b>			
Name of Action or Project: Amendments to Saratoga County Consolidated Agricultural District #2			
Project Location (describe, and attach a location map): Towns of Galway and Corinth in Saratoga County, New York			
Brief Description of Proposed Action: Pursuant to New York State Agriculture and Markets Law 25-AA Section 303b, the Saratoga County Board of Supervisors accepted petitions from landowners seeking to include property in a Saratoga County consolidated agricultural district. Petitions were accepted during a 30-day period in October 2020. Petitions were received from two landowners requesting inclusion of three parcels in Saratoga County Consolidated Agricultural District #2 in the towns of Galway and Corinth. The Saratoga County Agriculture and Farmland Protection Board has recommended that all of the aforementioned parcels be added to Agricultural District #2.			
Name of Applicant or Sponsor: Saratoga County Board of Supervisors		Telephone: 518-885-2240 E-Mail: pwright@saratogacountyny.gov	
Address: 40 McMaster Street			
City/PO: Ballston Spa		State: New York	Zip Code: 12020
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.		NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other government Agency? If Yes, list agency(s) name and permit or approval:		NO <input type="checkbox"/>	YES <input type="checkbox"/>
3. a. Total acreage of the site of the proposed action? _____ acres			
b. Total acreage to be physically disturbed? _____ acres			
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? _____ acres			
4. Check all land uses that occur on, are adjoining or near the proposed action:			
5. <input type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input type="checkbox"/> Industrial <input type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban)			
<input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other(Specify):			
<input type="checkbox"/> Parkland			

5. Is the proposed action,	NO	YES	N/A
a. A permitted use under the zoning regulations?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Consistent with the adopted comprehensive plan?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	NO <input type="checkbox"/>	YES <input type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area? If Yes, identify: _____	NO <input type="checkbox"/>	YES <input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels? b. Are public transportation services available at or near the site of the proposed action? c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?	NO <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	YES <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements? If the proposed action will exceed requirements, describe design features and technologies: _____ _____	NO <input type="checkbox"/>	YES <input type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply? If No, describe method for providing potable water: _____ _____	NO <input type="checkbox"/>	YES <input type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities? If No, describe method for providing wastewater treatment: _____ _____	NO <input type="checkbox"/>	YES <input type="checkbox"/>	
12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places?  b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?	NO <input type="checkbox"/> <input type="checkbox"/>	YES <input type="checkbox"/> <input type="checkbox"/>	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?  b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody? If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____ _____ _____	NO <input type="checkbox"/> <input type="checkbox"/>	YES <input type="checkbox"/> <input type="checkbox"/>	

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply: <input type="checkbox"/> Shoreline <input type="checkbox"/> Forest <input type="checkbox"/> Agricultural/grasslands <input type="checkbox"/> Early mid-successional <input type="checkbox"/> Wetland <input type="checkbox"/> Urban <input type="checkbox"/> Suburban		
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
16. Is the project site located in the 100-year flood plan?	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes, a. Will storm water discharges flow to adjacent properties? b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? If Yes, briefly describe: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
18. Does the proposed action include construction or other activities that would result in the impoundment of water or other liquids (e.g., retention pond, waste lagoon, dam)? If Yes, explain the purpose and size of the impoundment: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE</b></p> <p>Applicant/sponsor/name: _____ Date: _____</p> <p>Signature: _____ Title: _____</p>		

## SEAF – Part 1

Question 1 Narrative - Intent of the proposed action and the environmental resources that may be affected in the municipality.

The proposed action is the addition of +/- 55.60 acres of viable farmland to Saratoga County Consolidated Agricultural District #2. New York State Agriculture and Markets Law article 25-AA authorizes the creation of local agricultural districts the intent of which is to encourage and promote the continued use of farmland for agricultural production. Agricultural districts provide a combination of landowner incentives and protections including partial real property tax relief and protections against overly restrictive local laws and private nuisance complaints involving agricultural practices. Adding additional acres to Saratoga County Consolidated Agricultural District #2 will further promote agricultural lands in Saratoga County.

The proposed action does not entail any changes in land use in the affected municipalities, no impacts to any environmental resources are expected.

Project:

Date:

## *Short Environmental Assessment Form*

### *Part 2 - Impact Assessment*

**Part 2 is to be completed by the Lead Agency.**

Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept “Have my responses been reasonable considering the scale and context of the proposed action?”

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Will the proposed action result in a change in the use or intensity of use of land?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Will the proposed action impair the character or quality of the existing community?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7. Will the proposed action impact existing: a. public / private water supplies? b. public / private wastewater treatment utilities?	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
11. Will the proposed action create a hazard to environmental resources or human health?	<input checked="" type="checkbox"/>	

Project:

Date:

### *Short Environmental Assessment Form Part 3 Determination of Significance*

For every question in Part 2 that was answered “moderate to large impact may occur”, or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short- term, long-term and cumulative impacts.

The proposed action involved the addition of +/- 55.60 acres of viable farmland to Saratoga County Consolidated Agricultural District #2. No change in land use is proposed and no negative impact is expected from this proposed action.

<input type="checkbox"/> Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.	
<input checked="" type="checkbox"/> Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.	
Saratoga County Board of Supervisors Name of Lead Agency	Date
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)



## **SARATOGA COUNTY BOARD OF SUPERVISORS**

### **RESOLUTION 124 - 2018**

**Introduced by Supervisors Veitch, Barrett, Grattidge, Johnson, Lawler, Ostrander and Richardson**

#### **AUTHORIZING THE CHAIR TO ENTER INTO A RENEWAL AGREEMENT WITH CORNELL COOPERATIVE EXTENSION ASSOCIATION TO MANAGE THE MS4 STORMWATER MANAGEMENT PROGRAM**

WHEREAS, the Environmental Conservation Law and the Regulations of the Department of Environmental Conservation impose requirements on Saratoga County and its cities, towns and villages for the management of stormwater; and

WHEREAS, it is beneficial for the County to maintain an MS4 Stormwater Management Program to assist the municipalities in complying with the regulations regarding stormwater management; and

WHEREAS, pursuant to Resolution 26-2017, this Board authorized an agreement with Cornell Cooperative Extension of Saratoga County to administer the County's MS4 Stormwater Management Program for 2017 at a cost not to exceed \$55,000; and

WHEREAS, our Economic Development Committee has recommended that the current agreement with Cornell Cooperative Extension Association of Saratoga County for the administration of the County's MS4 Stormwater Management Program be renewed for a term of three (3) years from 2018 – 2020 at a cost of \$183,200 for 2018, \$185,948 for 2019 and \$188,737 for 2020, representing a 1.5% increase per year for inflation for 2019 and 2020; now, therefore, be it

RESOLVED, that the Chair of the Board is hereby authorized to execute a renewal agreement with Cornell Cooperative Extension Association of Saratoga County, for its services in administering the MS4 Stormwater Management Program for a term of three (3) years from 2018 – 2020 at a cost not to exceed \$183,200 for 2018, \$185,948 for 2019 and \$188,737 for 2020; with the form and content of such renewal agreement being subject to the approval of the County Attorney.

**BUDGET IMPACT STATEMENT:** No budget impact.



# SARATOGA COUNTY

## PRE-RESOLUTION MEMORANDUM

**TO:** County Administrator  
County Attorney  
Clerk of the Board

**FROM:** Jason Kemper, Director of Planning

**DATE:** 1/26/2021

**Committee:** Economic Development

1. Budget Amendments: None
2. Amendments to the Compensation Schedule: None
3. Details on what the resolution will authorize:

Resolution will approve the amendments to Agricultural District #2

4. Vendors/contractors Selected: Not Applicable
  - a. Less desirable alternatives: [Click here to enter text.](#)
  - b. Were bids/proposals solicited: [Click here to enter text.](#)
  - c. Was the contractor selected the lowest bid or proposal: [Click here to enter text.](#)
  - d. Was the contract awarded on the best value methodology: [Click here to enter text.](#)
  - e. Is the vendor/contractor a sole source: [Click here to enter text.](#)
  - g. Commencement date of contract term: [Click here to enter text.](#)
  - h. Termination of contract date: [Click here to enter text.](#)
  - i. Contract renewal and term: [Click here to enter text.](#)
  - j. Contact information (names, addresses): [Click here to enter text.](#)
  - k. Is the vendor/contractor an LLS, PLLC or partnership: [Click here to enter text.](#)
  - l. State of vendor/contractor organization: [Click here to enter text.](#)
  - m. Time element and why: [Click here to enter text.](#)
  - n. Other remarks: [Click here to enter text.](#)
5. Is this an annual housekeeping resolution: Not Applicable
  - a. What were the terms of the prior resolution: [Click here to enter text.](#)
  - b. Are the terms changing: [Click here to enter text.](#)
  - c. What is the reason for the change in terms: [Click here to enter text.](#)
6. Is a new position being created: Not Applicable
  - a. Effective date: [Click here to enter a date.](#)





# SARATOGA COUNTY

b. Salary and grade: [Click here to enter text.](#)

7. Is a new employee being hired: **Not applicable**

a. Full name of the new employee including suffixes: [Click here to enter text.](#)

d. City/Town of residence: [Click here to enter text.](#)

e. Effective date of employment: [Click here to enter text.](#)

f. Salary and grade [Click here to enter text.](#)

g. Appointed position: [Click here to enter text.](#)

h. Term: [Click here to enter text.](#)

8. Is a grant being accepted: **Not Applicable**

a. Source of grant funding: [Click here to enter text.](#)

b. Amount of grant: [Click here to enter text.](#)

c. Purpose grant will be used for: [Click here to enter text.](#)

d. Equipment and/or services being purchased with the grant: [Click here to enter text.](#)

e. Time period grant covers: [Click here to enter text.](#)

9. Remarks:

## **Agricultural District Amendment (*Action Item – amend boundaries of Consolidated Agricultural District #2*)**

Pursuant to Agriculture and Markets Law 25-AA §303-b (AML 25-AA §303-b), Saratoga County held its required 30-day annual review period between October 1 and October 31, 2020. During this time, landowners may submit a request for inclusion of viable agricultural lands within their respective certified agricultural district. The purpose of this review is to provide agricultural landowners with an opportunity to add land to an existing agricultural district on an annual basis, outside of the review periods established in AML 303-a.

During the 2020 annual review, Saratoga County received petitions from two (2) landowners seeking inclusion of three (3) parcels in a Saratoga County Consolidated Agricultural Districts. The Saratoga County Agricultural and Farmland Protection Board reviewed each petition at their meeting held on December 21, 2020 and has recommended to the Saratoga County Board of Supervisors that these amendments be approved. The Board of Supervisors is required to hold a public hearing on the proposed amendments and adopt a formal resolution amending the boundaries of the districts per AML 25-AA §303-b.

In January, a request was made to the Board of Supervisors to hold a public hearing on February 10, at 3:45 PM prior to the Law and Finance meeting. If no comments are received, I will seek approval for the Ag District Amendments at the February Board Meeting.

The following is a list of petitions received by the Clerk of the Board of Supervisors during the 30 day review period in the month of October 2020. Each of these parcels have been recommended for inclusion into Agricultural District #2. Attached to this document, please find the report from the Agricultural and Farmland Protection Board. The Town Supervisors in Galway and Corinth were notified of these amendments.



# SARATOGA COUNTY

1. Frank and Pamela Hoerauf, Town of Galway, Tax Map #: 185.-2-20.27, +/-23.38 acres located on Hermance Road. This property is currently used to cultivate garlic with aspirations of expanding the growing operation and to become a certified garlic grower. **The board recommends that the Frank and Pamela Hoerauf petition of +/- 23.38 acres be included in Saratoga County's Consolidated Agricultural District #2.**
2. Ziggy and Timber, LLC, Town of Corinth, Tax Map #'s: 73.-2-53.1 & 73.-2-53.2, a combined total of +/- 32.22 acres located on NYS Route 9N. This property is proposed to be utilized for cultivating garlic along with providing syrup, honey, plants and vegetables and eggs to the community. **Note:** The Town of Corinth is currently not listed as a certified municipality in Saratoga County Consolidated Agricultural District #2. In addition, the resolution will need to certify the Town of Corinth as a township in the Saratoga County Consolidated Agricultural District #2. **The board recommends that the Town of Corinth be certified and added to Saratoga County's Consolidated Agricultural District #2. The board recommends that the Ziggy and Timber, LLC petition of +/- 32.22 acres be included in Saratoga County's Consolidated Agricultural District #2.**

Recommended inclusions in Saratoga County Consolidated Agricultural District #2 is a total of +/- 55.60 acre.

As part of this resolution, the Saratoga County Board of Supervisors will also need to issue a negative declaration under SEQRA. The appropriate materials are attached to this memo for review by the Board of Supervisors.



# SARATOGA COUNTY

## PRE-RESOLUTION MEMORANDUM

**TO:** County Administrator  
Clerk of the Board  
County Attorney

**FROM:** Jason Kemper, Director of Planning

**DATE:** 1/26/2021

**Committee:** Economic Development

1. Budget Amendments: None
2. Amendments to the Compensation Schedule: None
3. Details on what the resolution will authorize:

**Authorize Major Contract Extension with Cornell Cooperative Extension for the management of the Saratoga County MS4 Stormwater Program for a term on 1 year.**

4. Vendors/contractors Selected: Cornell Cooperative Extension of Saratoga County
  - a. Less desirable alternatives: [Click here to enter text.](#)
  - b. Were bids/proposals solicited: [Click here to enter text.](#)
  - c. Was the contractor selected the lowest bid or proposal: [Click here to enter text.](#)
  - d. Was the contract awarded on the best value methodology: [Click here to enter text.](#)
  - e. Is the vendor/contractor a sole source: [Click here to enter text.](#)
  - g. Commencement date of contract term: 1-1-2021
  - h. Termination of contract date: 12-31-2021
  - i. Contract renewal and term: None
  - j. Contact information (names, addresses): Cornell Cooperative Extension of Saratoga County, 50 West High Street, Ballston Spa, NY 12020
  - k. Is the vendor/contractor an LLS, PLLC or partnership: [Click here to enter text.](#)
  - l. State of vendor/contractor organization: [Click here to enter text.](#)
  - m. Time element and why: [Click here to enter text.](#)
  - n. Other remarks: [Click here to enter text.](#)
5. Is this an annual housekeeping resolution: Yes
  - a. What were the terms of the prior resolution: 1 year
  - b. Are the terms changing: Yes. Now a one year vs 3 year agreement
  - c. What is the reason for the change in terms: 1 year extension due to pandemic, re-evaluated during 2022 Budget Preparation
6. Is a new position being created: **No**



# SARATOGA COUNTY

- a. Effective date: [Click here to enter a date.](#)
- b. Salary and grade: [Click here to enter text.](#)

7. Is a new employee being hired: **Click here to enter text.**

- a. Full name of the new employee including suffixes: [Click here to enter text.](#)
- d. City/Town of residence: [Click here to enter text.](#)
- e. Effective date of employment: [Click here to enter text.](#)
- f. Salary and grade [Click here to enter text.](#)
- g. Appointed position: [Click here to enter text.](#)
- h. Term: [Click here to enter text.](#)

8. Is a grant being accepted: Under a previous resolution

- a. Source of grant funding: [Click here to enter text.](#)
- b. Amount of grant: [Click here to enter text.](#)
- c. Purpose grant will be used for: [Click here to enter text.](#)
- d. Equipment and/or services being purchased with the grant: [Click here to enter text.](#)
- e. Time period grant covers: [Click here to enter text.](#)

9. Remarks: [Click here to enter text.](#)

***Cornell Cooperative Extension MS4 Contract (Action Item – Authorize a major contract extension with CCE for the management of County MS4 Program in the amount of \$188,737.00 for one year)***

Saratoga County contracts with CCE for the management of the County MS4 Stormwater program. The contract is in the amount of \$188,737 and is provided for in the 2021 Planning Department budget under account 1-80-000-8724. This contract is used as our local match for the Stormwater Grant monies that we receive. The current agreement with Cornell Cooperative Extension via resolution 124-2018 was a 3 year term which expires on 12-31-2020 . The previous contract included a yearly escalation of county funding to Cornell for the stormwater program. As a result of the pandemic, Cornell Cooperative Extension has requested a one year extension of the current contract at the same rate as 2020. This amount was placed in, and approved in the 2021 Budget. I have attached the resolution from 2018 authorizing the contract with Cornell Cooperative Extension. The contract term will be for 1 year.

# SARATOGA COUNTY PROSPERITY PARTNERSHIP ANNUAL REPORT

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## About the Saratoga County Prosperity Partnership.

The Saratoga County Prosperity Partnership leads a host of critical economic and workforce development initiatives across the public and private sectors, driving economic success for residents, businesses, and government in Saratoga County, New York.

The Saratoga Partnership is the first point of contact for business retention and expansion, providing a seamless delivery of programs and services for businesses seeking to grow, and spearheads semiconductor industry marketing and attraction, global trade assistance, community economic development, and data collection and planning..

### OUR MISSION

The mission of the Saratoga County Prosperity Partnership shall be to secure sustainable jobs and capital investment by attracting new business to the County and retain existing businesses by assisting them to grow.



The Saratoga Partnership is a 501(c)3 non-profit public-private partnership and local development corporation. We are operationally transparent, subject to open meetings law, and fully compliant with New York State Public Authority Accountability Act (PAAA).

# BUSINESS RETENTION + EXPANSION

## Standing with our businesses through COVID-19

The COVID-19 pandemic changed the way we work, live, educate, and communicate. It required businesses from all industries and all sizes to change their operating models overnight.

Most Saratoga County businesses were closed, almost overnight, by no fault of their own. From the beginning of the shelter in place, the Saratoga Partnership was on the front lines, working in collaboration with community leaders and ED partners to ensure that information and resources were delivered to our small business community.

The Saratoga Partnership conducted the region's first COVID-19 business needs survey which 306 businesses responded to. Survey results were distributed to Federal, State, and local stakeholders to assist with business needs.

We convened webinars with the SBA, Federal, State, and local representatives to help provide clarity on economic relief packages. Throughout the pandemic, Saratoga Partnership staff provided direct assistance with federal, state, and local relief programs, essential business determination, unemployment assistance, re-opening guidelines, PPE distribution, and more.

**1,111** Small businesses assisted through COVID

**224** Small businesses provided direct support + technical assistance

**306** Responses to Phase I business needs survey

**64** Responses to Phase II business survey - follow up after PPP issued

**216** Webinar attendees with SBA Federal + State Representatives outlining federal + state relief

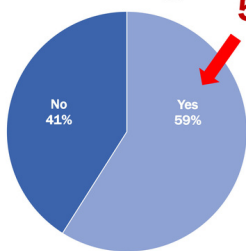
**151** SCORE Webinar attendees Keeping Your Business Going During COVID-19 and Beyond

**150** PPP Forgiveness Webinar attendees with SBA, Adirondack Trust and accountant

**160** Helped with the delivery of PPE Re-opening kits to small businesses

**63,909** Saratoga Partnership COVID resource emails opened by stakeholders

### Is Your Business at Risk of Closing?



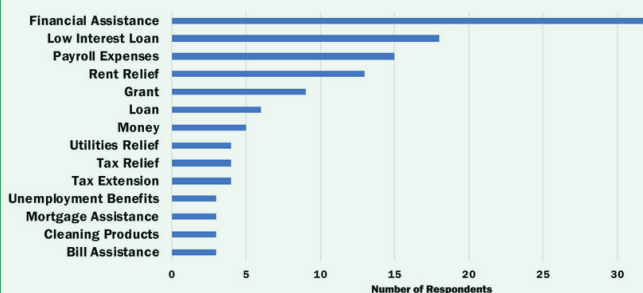
**59% at risk of closing**

#### LOST REVENUE

COVID-19 impact started in February

On average, business revenues for 2020 (Feb - March) are **22%** lower than the same period in 2019.

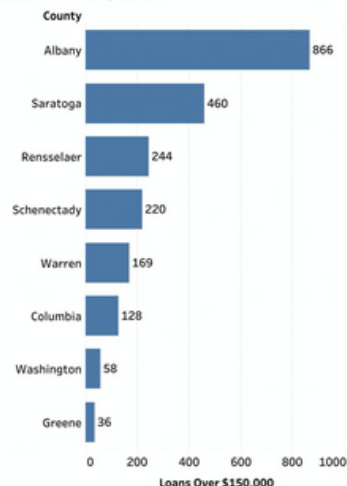
### What Forms of Assistance Might Your Business Need?



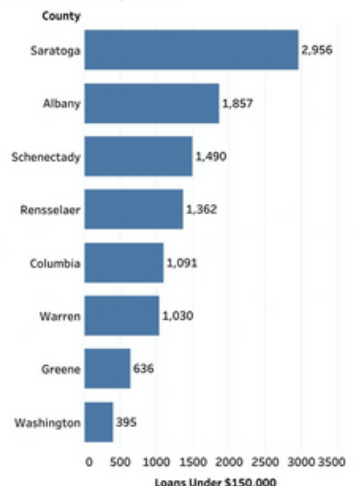
## Capital Region PPP Loan Activity

### Capital Region PPP Loan Range Volumes

#### Loans over \$150K



#### Loans under \$150K



## SARATOGA COUNTY

**3,416** Saratoga County had the most PPP loans approved in the Capital Region

**2,956** Saratoga County had the most PPP loans under \$150,000

# BUSINESS RETENTION + EXPANSION

## G&G Lighting Expansion Halfmoon Start-Up New York



G&G Industrial Lighting, a Halfmoon-based business that designs and manufactures LED lighting products for demanding industrial applications, will be partnering with the University at Albany through the START-UP NY program.

G&G plans to invest more than \$2 million and create seven jobs locally over the next five years. G&G, founded by Jason Baright in 2011, began by specializing in waterproof LED lighting for the car wash industry. The company, with 20 employees, plans to use the partnership to expand into additional industrial markets, including new designs in food-processing and mass transit applications. As a START-UP NY participant sponsored by UAlbany,

G&G plans to expand its manufacturing facility by 6,000 square feet, moving into nearby space managed by Saratoga County Prosperity Partnership (SCPP), which has partnered with the University at Albany on the project.



## Death Wish Coffee Corporate Headquarters Relocation

The Saratoga Partnership was proud to assist Death Wish Coffee Company with identifying sites for their new corporate headquarters. The company settled at 260 Broadway, Saratoga Springs which they were supposed to occupy in March, the same week the New York State on Pause began. Death Wish Coffee is still made at the company's warehouse and production facility in Round Lake, which once served as its office headquarters as well, before it expanded to Malta about two years ago. The Round Lake facility has expanded in recent years as well.

The nationally renowned company first started at a small coffee shop Saratoga Coffee Traders on Broadway in downtown Saratoga Springs. They have since grown into a nationally recognized brand, expanding rapidly with their wholesale products which are carried in over 11,000 grocery stores. They're also the number-one selling coffee on Amazon with their own e-commerce channel. The new space will allow them to continue to grow their operations in Saratoga County, and in June announced three Vice President positions.

## Artisanal Brew Works Expansion into Wilton

Despite the pandemic, Artisanal Brew Works began selling beer across from the local market to national distribution in 8 states. Artisanal moved from Geyser Rd. The launch of their Warheads Extreme Sour Variety beer was instrumental in fueling their growth. In 2020, they moved from Saratoga Springs to a temporary location in Wilton. The Saratoga Partnership helped owners Kurt and Colin with identifying a site for expansion in the Town of Wilton, which was a win-win because the Town was also seeking to locate a Brew Pub on the Maple Avenue corridor.

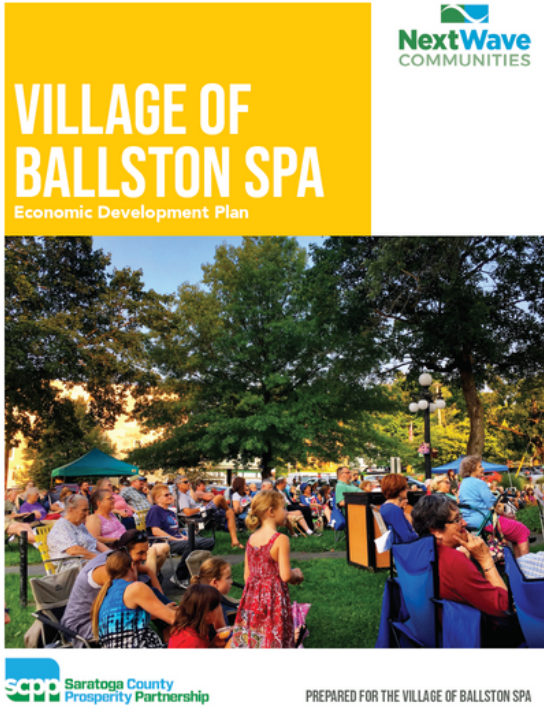
2021 will be another big year for Artisanal, as they open up a Brew Pub very close to their temporary taproom and they'll move their equipment once again. The company employs 16 people including brewing staff, taproom, marketing and sales.







### Ballston Spa Next Wave Communities Economic Development Plan



In October, the Village of Ballston Spa and the Saratoga County Prosperity Partnership presented a comprehensive and customized economic development plan designed to spur new vitality, promote future growth, and drive long-term prosperity in the village. Guided by input from hundreds of citizens and community, business and government leaders, the blueprint outlines a strategic and tactical approach to attracting visitors, residents and businesses to Ballston Spa by enriching and promoting the assets, resources, charm and character of the quaint and historic village.

The Saratoga Partnership worked with the village for over a year to create the economic development plan. A survey of more than 400 Ballston Spa residents was conducted to gauge the community's vision, identify its strengths and assets, and address current needs and challenges.

In addition, Mayor Woolbright and the Saratoga Partnership conducted six focus group meetings that included a diverse group of key stakeholders, and a public forum was held to

outline four major goals and include a matrix of timelines for implementation, to strengthen Ballston Spa's economic and fiscal vitality. "We stand ready to assist in its implementation to ensure the village is well-positioned to meet today's challenges and build a prosperous future." Shelby Schneider, Saratoga Partnership President.

### Progress to date

- Using the Economic Development plan and results of the survey, the Village was awarded a Capital District Transportation Committee grant for \$90,000 Linkage Study, to develop a plan to improve pedestrian and bicycle access, create safe street crossings, calm traffic and improve the link to Saratoga County's Zim Smith Trail.
- Updating Comprehensive Plan and Zoning through the technical assistance provided by Capital District Regional Planning Commission
- The Village is engaging in an Income Study to define the median household income to increase the probability of grant awards
- The Saratoga Partnership is actively working with property owners and developers on developments within the Central Business District.
- The Saratoga Partnership is leading efforts to establish a BID within the central business district.
- Community Branding Campaign with BSBPA and partners
- Nani's Indian Kitchen opened in November. Attracting a diverse variety of restaurants was identified as a priority by focus groups and respondents of the community wide survey. Nani's fits that niche and has opened to great fanfare.

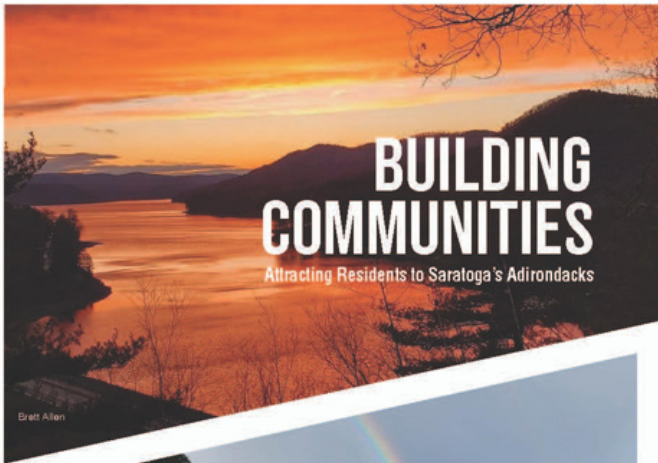
### Open for Business



# COMMUNITY DEVELOPMENT



## Northern Towns Study with Behan Communications



### Building Communities

Attracting Residents to Saratoga's Adirondacks

We are working with Northern Towns (Hadley, Day, Edinburg, and Corinth) and Behan Communications on study aimed to attract talent, investment, and potential small business proprietors. The study began in 2020 as a collaboration between Saratoga County communities located within the Adirondack Park blue line. We anticipate working with the Towns to leverage this plan to attract investment and additional grant funding to support these initiatives.

The final draft of the report is complete and should be released soon. The project was made possible thanks to funding from the Saratoga County Economic Development Fund.

### Saratoga County Economic Development Fund

The Saratoga Partnership provided administrative support to help towns and cities process Economic Development Grant applications from the Saratoga ED Fund.

### Town of Malta

Although delayed by COVID-19, the Town of Malta Next Wave Communities Economic Development plan is underway. We have interviewed key stakeholders throughout the Town and anticipate completing the plan in mid-2021. A priority of the plan is the redevelopment of Luther Forest Tech campus and commercial development in the Route 9 and 67 corridors.

### Town of Galway

We are working with Supervisor Smith to schedule interviews with community stakeholders and schedule interviews with focus groups.

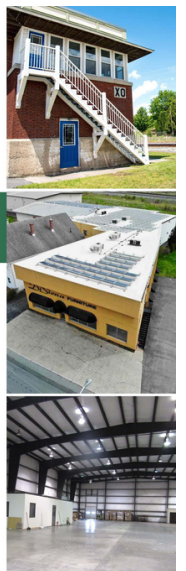
### Town of Halfmoon

We are working with Supervisor Tollisen on a Town of Halfmoon brochure to promote economic development opportunities within the town.

### INVEST MECHANICVILLE

CELEBRATE OUR PAST.  
INVEST IN YOUR FUTURE

Saratoga County  
Prosperity Partnership  
County Supervisor - Tom Richardson - cell: 518.428.9022



### City of Mechanicville

The Saratoga Partnership worked with the City of Mechanicville to develop a brochure to promote property. 18 properties were promoted, 10 of the properties have since been sold in 2020 including the Mechanicville Industrial Park.

# WORKFORCE HOUSING



## Victory Mills Workforce Housing

Regan Development will transform the former Victory Mills in the Village of Victory – a five-story, 220,000-square-foot manufacturing facility that closed nearly two decades ago – into 186 residential apartment units and a commercial microbrewery.



The development will create 186 apartment units – 142 one-bedroom and 43 two-bedroom units – and help to fill a demonstrated need for workforce housing in Saratoga County. Apartments will be priced to appeal to a wide range of people working in local schools, businesses and service organizations.

The project, which recently received site plan approval from the Village of Victory planning board, will support more than 100 construction jobs during a two-year period, with an estimated annual payroll exceeding \$5 million. Additionally, the apartment complex and brewery are expected to initially create 8 full-time jobs. We brought the \$60 million project to the Saratoga County IDA December 2019. The IDA approved unanimously a \$7.5 million in PILOT (payment-in-lieu-of-taxes) deal for the project payments over the next 30 years – 23 times more than if the property remained vacant.

## Workforce Housing initiatives throughout Saratoga County

Throughout 2020, Saratoga Partnership actively worked with workforce housing developers on projects in Saratoga Springs, Ballston Spa and is actively working on identifying sites in Northern Saratoga County.

The Saratoga Partnership has been instrumental in helping connect developers with local communities, identifying need, and bringing in partners to support projects. In Saratoga Springs, the Saratoga Partnership is actively working to site a childcare facility within a 55 unit project by engaging Brightside Up, the NYS Office of Child and Family services and a regional child care provider. We anticipate a 2021 announcement.



# WORKFORCE DEVELOPMENT



## Workforce Training Program to Expand Child Care in Saratoga and Warren Counties

We are working with the Saratoga County Employment & Training, Warren County Employment & Training, Brightside Up, and the Southern Adirondack Child Care Network to develop a workforce training program to increase the availability of childcare centers in Saratoga and Warren Counties. We are conducting two separate surveys to assess the marketplace for future child care needs. The surveys, which went out on December 7, 2020 and we have 163 responses for the family survey and 63 employer responses.

We will use the data provided to establish need and develop a customized workforce training program to help entrepreneurs open home based childcare centers in the Saratoga and Warren County areas, using the services of Brightside Up, Adirondack Region Childcare Council and WIOA workforce training funds.

## Albany CanCode Digital Literacy and Coding Programs

# ALBANY CAN CODE

In this unprecedented time while too many are unable to work, those that are able to work must have a strong digital literacy. The Saratoga Partnership has been working with Albany CanCode to develop customized adult learning programs for Saratoga County residents. This year, AlbanyCan Code developed programs in partnership with SUNY ADK and the Saratoga County Employment and Training Center to help adults develop digital literacy and advanced coding skills to prepare them for careers that require technological proficiency.

### Programs Offered in 2020:

- Virtual Digital Literacy Class
- Python for Data Analytics
- JavaScript Frameworks

## ALBANY CAN CODE Virtual Digital Literacy Class

In this unprecedented time while too many are unable to work; those that are able to work must have a strong digital literacy. Whether you're considering a career in tech or a career in any field that relies on technology to operate, now is the perfect time to develop your digital literacy skills.

Are you looking for a new job and finding that you lack the necessary computer skills to apply? A digital literacy course is the perfect way to develop the necessary foundation to be successful as industries everywhere adapt to a new way of doing business. Digital literacy is also a fantastic first step on the journey to becoming a software developer in the tech industry, and many students will go on to take AlbanyCanCode's software developer training courses.

Students in AlbanyCanCode's Digital Literacy course will have a wide range of experiences and competencies, ranging from those who have used a computer frequently in a professional environment, to those who have rarely used a computer and feel very nervous about doing so. This class is intended to meet students at any current skill level and help them meet their own personal goals, whether that is entry into our

workforce computer programming courses or other employment opportunities, many of which will now require digital competency.

The key to Digital Literacy is to ensure that each student is getting the skills they need and that they are able to move at their own pace. The course will cover basic computer usage skills, a survey of software usage including word processing and spreadsheet use, use and management of email, and using the web to conduct productive internet searches to find reliable information and learning tools. Students who master these skills could move on to learn the basics of HTML, CSS, and JavaScript in preparation to take one of our workforce computer programming classes such as Front End Web Development or Automated Web Testing.

### CURRICULUM

While students in an AlbanyCanCode Virtual Digital Literacy course will move at their own pace and work towards individual goals, the following are the basics that we anticipate all students will master by the time they complete the course:

1. Basic computer use, including
  - a. Understanding Peripherals (i.e. Using a keyboard, mouse, etc.)
  - b. Browsing files on the computer and understanding file pathing



# BUILDING CAPACITY

## Grants Awards + Applications



### USDA Rural Business Development Grant

The Saratoga Partnership applied for and were awarded a \$95,000 grant from the USDA Rural Business Development Program to support our Next Wave Communities economic development planning and implementation initiative. This is a matching grant based on funds received from Saratoga County. The use is restricted to communities that meet certain population thresholds. We anticipate this funding to be spread out over the 2020 - 2021 budget years.

### PPP Forgivable Loan \$81,803.61

After COVID hit in March, and as a qualified 501(c)3 anticipating that our source of revenue would be impacted, we applied for and received a Cares Act PPP forgivable loan in the amount of \$81,803.61. This funding allowed us to deliver our mission during the 2020 budget year, when room occupancy tax had been rapidly declining due to the economic impacts of COVID-19.



### EPA Brownfield Community-Wide Assessment Grant

In October 2020, the Saratoga Partnership submitted our EPA Brownfield Assessment grant application for \$300,000. The Community-wide Assessment grant provides funding for brownfield inventories, planning, environmental assessments, and community outreach. This type of grant is appropriate when a specific site is not identified, and the applicant plans to spend grant funds on more than one brownfield site in the community. Grant awards are anticipated to be announced April 2021.

### Malta Works \$5,000 Grant from Globalfoundries Foundation

The Saratoga Partnership was awarded a \$5,000 grant from the Globalfoundries Foundation on behalf of the Town Economic Development committee "MaltaWorks". The purpose of the grant is to support a joint promotion campaign between MaltaWorks, the Saratoga County Chamber, and the Saratoga Partnership, to promote retail and commercial businesses in Malta during the winter months to ensure the survival of these businesses during the COVID-19 pandemic. The campaign is anticipated to begin in February.



# REGIONAL REPRESENTATION

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## **Albany Airport RAC (Masterplan) Committee Meeting**

Shelby Schneider has been asked to serve on the Albany International Airport Regional Masterplanning Committee. The committee will help to address for changes at the Airport and in the aviation industry, and plans for the future. The Master Plan Update (MPU) will identify potential projects that will improve the value of the Airport to meet the air transportation needs of the region over the next 20 years. Airport Master Plans are typically updated every 10 years to analyze market trends, assess facility requirements to accommodate anticipated growth, and guide future airport development. Community input is an important component.

## **CEG Economic Developers Roundtable**

CEG is convening economic developers throughout the region discuss regionalizing for state and federal opportunities. The group will share local priorities and start a robust discussion around potential regional economic development priorities that may align with the new federal administration and state of the state. New York has some friends in Washington right now and while there are very real economic challenges, there are opportunities as well.

## **Business Development Workgroup by Regional Director of Empire State Development (ESD)**

Shelby Schneider was asked to serve on the Capital Region Economic Development Council's (CREDC) Business Development Workgroup. The Regional Council relies on multiple Workgroups consisting of industry leaders and experts focusing on various aspects of the economy in order to have a more comprehensive understanding of the Capital Region. The Council is relying on the Business Development Workgroup focusing on promoting businesses that enhance development of the Capital Region's tradable sectors, agriculture, small businesses, start-up businesses, business retention and expansion, new business attraction and its role in the Capital Region Economy and its COVID recover efforts.

## **Saratoga Hospital Communities of Excellence Advisory Committee**

We have been invited by the Saratoga Community Health Center of Saratoga Hospital to join their three-year-long learning collaborative implementing the Baldrige framework within the Communities of Excellence. This framework will be used to bring sustainable results to those that live, work, and play within the community across the key focus areas of community performance (educational attainment, economic vitality, health status, and safety). The framework will promote collaboration across key sectors and align the efforts of the businesses, organizations, school systems, and governmental organizations community-wide to implement and sustain community change. We attended our first nationwide meeting which had other committees representing Ames, Iowa, Coral Gables, Florida, and the State of Delaware.

# SARATOGA COUNTY PROSPERITY PARTNERSHIP



## Services Agreement with Saratoga County 2020

The Corporation shall publicize and promote the advantages of the County and the region as a place where employers and entrepreneurs can successfully locate new and expanded operations and shall, through its promotional program, attract and encourage prospective employers in a wide range of economic activity, including but not limited to manufacturing, agri-business, education, clean and renewable energy production and technology, business services, international trade, high tech and broadband services and infrastructure, information technology, research, and tourism, to locate to or expand within the County and shall assist the County to develop, review and amend as needed, the Plan. The activities of the Corporation for these purposes shall include the following general economic development services (hereinafter, the "Services"):

- i) The Corporation will support SEDC in the execution of the strategic plan for marketing to promote Saratoga County business assets and attract economic development opportunities;
- ii) The Corporation will serve as lead entity for the Next Wave Communities initiative to provide community economic development and economic development planning services at the local level;
- iii) The Corporation will assess needs, identify gaps and coordinate technical assistance for local municipal economic development plans to foster more investment;
- iv) The Corporation will identify grant proposals eligible from federal, state and other agency funds to increase opportunities for business, infrastructure, and technical needs from its analysis;
- v) The Corporation will lead, plan and manage marketing for municipal and community and economic development;
- vi) The Corporation shall serve as the ombudsmen between municipalities and the development community to heighten awareness of municipal wants and needs for future potential development;
- vii) The Corporation will provide systemic assistance to local businesses with international trade opportunities;
- viii) The Corporation will continue to conduct its business retention program to gather information about companies locally and to identify new projects. To the extent local businesses needs assistance, the Corporation will provide that assistance with the exception of development or IDA related activity which will be referred to SEDC
- ix) The Corporation will report aggregated information to the County and local communities gathered from local companies as it pertains to Saratoga County's economy and assess information for leads and prospects on potential supply chain opportunities;
- x) The Corporation will provide workforce development assistance and assist businesses with identifying and accessing workforce development training and programs;
- xi) The Corporation will maintain its position on the Saratoga, Warren and Washington County Workforce Development Boards;
- xii) The Corporation will maintain a clearing house of data about Saratoga County, the business community, industry sectors and other resources needed for businesses and communities to make critical decisions, which shall be shared with the County and SEDC as needed; and
- xiii) The Corporation will continue its work in the marketing and promotion of Saratoga County as a place for the semiconductor industry, and related supply chain, including but not limited to, working closely with semiconductor industry trade associations like SEMI and GSA to build awareness of the assets of Saratoga County through meetings, tradeshows, conferences and related events.



## 2021 Goals and Objectives

The Saratoga County Prosperity Partnership shall publicize and promote the advantages of the County and the region as a place where employers and entrepreneurs can successfully locate new and expanded operations and shall, through its promotional program, attract and encourage prospective employers in a wide range of economic activity, including but not limited to manufacturing, agri-business, education, clean and renewable energy production and technology, business services, international trade, high tech and broadband services and infrastructure, information technology, research, and tourism, to locate to or expand within the County and shall assist the County to develop, review and amend as needed, the Plan. The activities of the Corporation for these purposes shall include the following general economic development services

- The Saratoga Partnership will assist with the promotion of Saratoga County business assets with the goal of attracting economic development opportunities;
- The Saratoga Partnership will serve as lead entity for the Next Wave Communities initiative to provide community economic development and economic development planning services at the local level;
- The Saratoga Partnership will assess needs, identify gaps and coordinate technical assistance for local municipal economic development plans to foster more investment;
- The Saratoga Partnership will identify grant proposals eligible from federal, state and other agency funds to increase opportunities for business, infrastructure, and technical needs from its analysis;
- The Saratoga Partnership will lead, plan and manage marketing for municipal and community and economic development;
- The Saratoga Partnership shall serve as the ombudsmen between municipalities and the development community to heighten awareness of municipal wants and needs for future potential development;
- The Saratoga Partnership will provide systemic assistance to local businesses with international trade opportunities;
- The Saratoga Partnership will continue to conduct its business retention program to gather information about companies locally and to identify new projects. To the extent local businesses needs assistance, the Corporation will provide that assistance with the exception of development or IDA related activity which will be referred to SEDC;





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- The Saratoga Partnership will provide workforce development assistance and assist businesses with identifying and accessing workforce development training and programs;
- The Saratoga Partnership will maintain its position on the Saratoga, Warren and Washington County Workforce Development Boards;
- The Saratoga Partnership will maintain a clearinghouse of data about Saratoga County, the business community, industry sectors and other resources needed for businesses and communities to make critical decisions, which shall be shared with the County and SEDC as needed; and
- The Saratoga Partnership will continue its work in the marketing and promotion of Saratoga County as a place for the semiconductor industry, and related supply chain, including but not limited to, working closely with semiconductor industry trade associations like SEMI and GSA to build awareness of the assets of Saratoga County through meetings, tradeshow, conferences and related events.

# Saratoga County Prosperity Partnership

## STATEMENT OF FINANCIAL POSITION COMPARISON

As of January 28, 2021

	TOTAL	
	AS OF JAN 28, 2021	AS OF JAN 28, 2020 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Adirondack Trust Company	17,576.21	138,403.75
PPP Checking	0.00	
USDA RBDG	10.00	
<b>Total Bank Accounts</b>	<b>\$17,586.21</b>	<b>\$138,403.75</b>
Accounts Receivable		
1000 Accounts Receivable	1,096.71	-23.29
<b>Total Accounts Receivable</b>	<b>\$1,096.71</b>	<b>\$ -23.29</b>
Other Current Assets		
1001 Prepaid Expenses	-829.01	9,670.99
1002 Uncategorized Asset	5,521.54	
1003 Undeposited Funds	0.00	0.00
1004 Payroll Clearing Account	0.00	0.00
1200 Prepaid Expenditures - Marketing	0.00	0.00
1203 Prepaid Expenditures - Business Recruiting	1,908.00	1,908.00
Prepaid Insurance - Gen Liability	2,083.46	1,666.72
Prepaid Insurance - Workers comp	5,011.96	4,590.63
<b>Total Other Current Assets</b>	<b>\$13,695.95</b>	<b>\$17,836.34</b>
<b>Total Current Assets</b>	<b>\$32,378.87</b>	<b>\$156,216.80</b>
Fixed Assets		
Accumulated Depreciation	-3,538.13	-3,538.13
Furniture	16,743.86	16,743.86
<b>Total Fixed Assets</b>	<b>\$13,205.73</b>	<b>\$13,205.73</b>
<b>TOTAL ASSETS</b>	<b>\$45,584.60</b>	<b>\$169,422.53</b>

# Saratoga County Prosperity Partnership

## STATEMENT OF FINANCIAL POSITION COMPARISON

As of January 28, 2021

	TOTAL	
	AS OF JAN 28, 2021	AS OF JAN 28, 2020 (PY)
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	0.00	134.12
<b>Total Accounts Payable</b>	<b>\$0.00</b>	<b>\$134.12</b>
Credit Cards		
(7203) Michele Battle Credit Card	0.00	970.94
Shelby Schneider Credit Card	407.21	1,348.14
<b>Total Credit Cards</b>	<b>\$407.21</b>	<b>\$2,319.08</b>
Other Current Liabilities		
401 K Match Payable	1,295.43	
401K Employee Contributions	500.60	
401K Employee Contribution- Jenny	-368.92	0.00
401K Employee Contribution- Michele	-434.26	0.00
401K Employee Contribution- Shelby	-1,067.42	0.00
<b>Total 401K Employee Contributions</b>	<b>-1,370.00</b>	<b>0.00</b>
Accrued Expenses	0.00	0.00
Accrued Payroll	0.00	0.00
CC FEE	-10.00	
Deferred Revenue	2,500.00	2,500.00
IDA Fees payable	0.00	0.00
Insurance Payable	0.00	0.00
PPP - SBA Loan	5,521.54	
<b>Total Other Current Liabilities</b>	<b>\$7,936.97</b>	<b>\$2,500.00</b>
<b>Total Current Liabilities</b>	<b>\$8,344.18</b>	<b>\$4,953.20</b>
<b>Total Liabilities</b>	<b>\$8,344.18</b>	<b>\$4,953.20</b>
Equity		
1006 Unrestricted net assets	61,571.35	66,603.16
Net Revenue	-24,330.93	97,866.17
<b>Total Equity</b>	<b>\$37,240.42</b>	<b>\$164,469.33</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$45,584.60</b>	<b>\$169,422.53</b>

## Changes in SCPP Monthly Bills

2020 Monthly Bills		2021 Monthly Bills		
2020 Expense (Purpose)	Cost	2021 Expense	Cost	Savings
General Office Expense	\$166.33	Cancelled services due to move	\$0.00	\$166.33
Data software services	\$1,124.58	Consolidated services	\$124.58	\$1,000.00
Graphic Design Software	\$32.08	Cancelled due to staff changes	\$16.04	\$16.04
Advertising	\$257.00	On hold	\$0.00	\$257.00
Copy/Printer - Eastern and CIT	\$334.12	Changed vendor - EOP	\$180.00	\$154.12
Rent	\$3,232.15	Rent reduced due to move	\$750.00	\$2,482.15
Teleconferencing software	\$199.99	Changed Subscription	\$45.00	\$154.99
Wireless reimbursement - 3 employees	\$180.00	Wireless Data- 2 employees	\$130.00	\$50.00
Payroll + taxes - 3.5 employees	\$25,000.00	Payroll + taxes 2 employees	\$15,500.00	\$9,500.00
401K Company Match	\$1,001.00	For 1 employee until July	\$588.46	\$412.54
Health Insurance - CDPHP	\$2,320.00	Cancelled - No one taking plan	\$0.00	\$2,320.00
NYCON Dental and Vision	\$179.47	Only 1 employee taking plan	\$119.00	\$60.47
Bookkeeping services	\$0.00	Bookkeeping services	\$400.00	-\$400.00
	<b>\$34,026.72</b>		<b>\$17,853.08</b>	<b>\$16,173.64</b>

Salaries				SS	Medicare	SUI	NY RE-SVC	FUTA
2021 Salaries (2% Wage Increase)				6.20%	1.45%	5.33%	0.075%	0.60%
	2020	2021		Wage Limit. \$124,800	no limit	Wage Limit. \$10,900	no limit	We are EXEMPT
Shelby Schneider - President	\$125,000.00	\$127,500.00		\$ 7,738	\$ 1,849	\$ 580	95.63	0
Aimee Johnson - ED Specialist		\$45,000.00		\$ 2,790	\$ 653	\$ 580	33.75	0
<b>Total</b>		<b>\$172,500.00</b>		<b>\$ 10,528</b>	<b>\$ 2,501</b>	<b>\$ 1,161</b>	<b>\$ 129</b>	<b>\$ 14,319</b>

Company Match			Health Insurance 2021					
	Per Month	Annually		Total Cost Per Month	Total Cost to SCPP PER MONTH	Total Cost to Empl per Month	Annual Cost To SCPP	Annual Cost Employee
Shelby Schneider - President		\$7,650.00	Shelby	\$0.00	\$0.00	\$0.00		
Aimee Johnson - ED Specialist	Est. at 6 months at 6%	\$1,350.00	Amy	\$119.00	\$95.20	\$23.80	\$1,142.40	\$285.60
<b>Total</b>		<b>\$9,000.00</b>	<b>Total</b>	<b>\$119.00</b>	<b>\$95.20</b>	<b>\$23.80</b>	<b>\$1,142.40</b>	<b>\$285.60</b>

Total Per Employee for 2021								
	Salary	Taxes	Fringe Benefits	Healthcare	401K match	TOTAL COST	Per Employee Cost Per Hour	Per Employee Cost Per Month
Shelby Schneider - President	\$127,500.00	\$10,262.40	\$960.00	\$0.00	\$7,650.00	\$146,372.40	\$70.37	\$12,197.70
Aimee Johnson - ED Specialist	\$45,000.00	\$4,056.68	\$600.00	\$1,142.40	\$1,350.00	\$52,149.08	\$25.07	\$4,345.76
<b>TOTAL</b>	<b>\$172,500.00</b>	<b>\$14,319.08</b>	<b>\$1,560.00</b>	<b>\$1,142.40</b>	<b>\$9,000.00</b>	<b>\$198,521.48</b>	<b>\$95.44</b>	<b>\$16,543.46</b>

**Saratoga County Prosperity Partnership  
Statement of Activity Comparison and Budget Report**

<b>Revenue</b>	<b>Jan 1 - Dec. 8 2019</b>	<b>2020 Budget</b>	<b>Jan 1 - Dec. 8 2020</b>	<b>Percent to Budget</b>	<b>2021 Budget</b>
Start Up NY - Leaseback			\$ 25,375.00		
Account Pass Through (Behan Comm.)			\$ 3,000.00		
Non Profit Income-Occupancy Tx	\$ 475,000.00	\$500,000.00	\$ 375,000.00	75%	\$ 450,000.00
Event Sponsorship	\$ 36,777.00	\$ 2,500.00	\$ 70.00	3%	\$ 10,000.00
County Revenue- Gen Fund	\$ 300,000.00				
Fee For Services		\$ 14,233.00	\$ 3,456.95	24%	\$ 20,000.00
Event Income/Webinars	\$ 7,010.16	\$ 1,000.00		0%	\$ 5,000.00
Billable Expenditure Revenue			\$ 332.70		
Global Markets					\$ 10,000.00
Start Up NY - Revenue					\$ 2,500.00
Saratoga County IDA					\$ 2,500.00
Grant Revenue	\$ 6,224.00	\$141,223.00	\$ 88,223.00	62%	\$ 100,000.00
<b>Total Revenue</b>	<b>\$ 825,011.16</b>	<b>\$658,956.00</b>	<b>\$ 495,457.65</b>	<b>75%</b>	<b>\$ 600,000.00</b>
<b>Gross Profit</b>	<b>\$ 825,011.16</b>		<b>\$ 495,457.65</b>		<b>\$ 600,000.00</b>

<b>Employee Expenses</b>	<b>Jan 1 - Dec. 8 2019</b>	<b>2020 Budget</b>	<b>Jan 1 - Dec. 8 2020</b>	<b>Percent to Budget</b>	<b>2021 Budget</b>
Automobile Allowance	\$ 6,000.00	\$ 500.00	\$ 500.00	100%	
Health & Dental Insurance	\$ 53,416.33	\$ 30,000.00	\$ 33,588.63	112%	\$ 25,000
Mileage Reimbursement	\$ 8,491.16	\$ 7,000.00	\$ 2,614.55	37%	\$ 5,000
Payroll & 401k Fees	\$ 3,701.39	\$ 4,500.00	\$ 3,710.50	82%	\$ 3,863
Payroll Taxes	\$ 24,113.06	\$ 22,000.00	\$ 17,269.91	78%	\$ 22,000
Salaries & Wages	\$ 341,371.09	\$300,000.00	\$ 240,592.01	80%	\$ 226,000
401k Company Match	\$ 16,381.01	\$ 15,000.00	\$ 14,816.48	99%	\$ 13,500
Wireless and Data fees	\$ -	\$ 2,200.00	\$ 1,700.00	77%	\$ 2,200
<b>TOTAL EMPLOYEE EXPENSES</b>	<b>\$ 453,474.04</b>	<b>\$381,200.00</b>	<b>\$ 314,792.08</b>	<b>83%</b>	<b>\$ 297,563</b>

<b>Operating Expenses</b>	<b>Jan 1 - Dec. 8 2019</b>	<b>2020 Budget</b>	<b>Jan 1 - Dec. 8 2020</b>	<b>Percent to Budget</b>	<b>2021 Budget</b>
Start Up NY - Leaseback			\$ 25,375.00		
MARCOM	\$ 25,649.81	\$ 15,000.00	\$ 12,348.80	82%	\$ 14,900
ADVERTISING	\$ 57,892.12	\$ 1,000.00	\$ 4,707.68	471%	\$ 1,000
Digital Subscriptions/Newspapers		\$ 500.00	\$ 321.00	64%	\$ 500
Sponsorships	\$ 8,290.00	\$ 500.00	\$ -		\$ 500
Professional Development/Employee Training	\$ 3,798.85	\$ 2,500.00	\$ 807.50	32%	\$ 1,500
Conference & Meetings	\$ 27,840.84	\$ 2,500.00	\$ 584.63	23%	\$ 1,500
Dues & Memberships (Attraction, BRE and General Expenses)	\$ 19,070.00	\$ 11,510.00	\$ 4,700.00	41%	\$ 8,005
General & Office Expenses	\$ 10,783.97	\$ 15,000.00	\$ 8,301.83	55%	\$ 14,460
Bank Service Charges	\$ (10.00)	\$ 50.00	\$ 1.43	3%	\$ 50
Business Insurance	\$ 9,921.28	\$ 10,500.00	\$ 8,916.68	85%	\$ 10,500
Cleaning	\$ 1,560.00	\$ 1,170.00	\$ 1,365.00	117%	\$ 1,560
Computer Maintenance	\$ 7,070.00	\$ 5,520.00	\$ 5,685.71	103%	\$ 5,520
Legal & Accounting	\$ 28,003.70	\$ 36,950.00	\$ 47,503.32	129%	\$ 40,550
Networking Meetings	\$ 28,218.23	\$ 2,500.00	\$ 200.00	8%	\$ 1,000
Office Equipment	\$ 4,384.76	\$ 500.00			\$ 500
Postage**	\$ 137.61	\$ 150.00	\$ 689.97	460%	\$ 150

Rent or Lease	\$ 37,404.96	\$ 37,404.00	\$ 37,404.96	100%	\$ 39,300
Utilities	\$ 4,675.31	\$ 2,580.00	\$ 2,429.00	94%	\$ 2,580
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 268,899.12</b>	<b>\$145,834.00</b>	<b>\$ 161,342.51</b>	<b>111%</b>	<b>\$ 144,075</b>

<b>Programming/ MOU Expenses</b>	<b>Jan 1 - Dec. 8 2019</b>	<b>2020 Budget</b>	<b>Jan 1 - Dec. 8 2020</b>	<b>Percent to Budget</b>	<b>2021 Budget</b>
Community Economic Development Plans/NWC		\$ 33,000	\$ 5,119	16%	\$ 60,000
Grant Assistance Program		\$ 7,500			\$ 15,000
Business Retention & Expansion (BRE)		\$ 15,000			\$ 15,000
Semiconductor & Technology Cluster		\$ 25,000			\$ 10,000
Global Markets		\$ 10,000			\$ 20,000
Database and Information Clearing House		\$ 15,000	\$ 11,000	73%	\$ 3,000
<b>TOTAL PROGRAM/MOU EXPENSES</b>	<b>\$ 51,424.79</b>	<b>\$105,500.00</b>	<b>\$ 16,119.27</b>	<b>15%</b>	<b>\$ 123,000</b>

<b>TOTAL EXPENDITURES</b>	<b>\$ 773,797.95</b>	<b>\$632,534.00</b>	<b>\$ 488,363.73</b>		<b>\$ 564,638</b>
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<b>TOTAL NET REVENUE</b>	<b>\$ 51,213.21</b>	<b>\$ 26,422.00</b>	<b>\$ 7,117.67</b>		<b>\$ 35,362.01</b>
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