

Economic Development Committee Minutes
April 7, 2021 – 4:00 p.m.

Present: Chairman Phil Barrett; Supervisors Tara Gaston, Joe Grasso, Sandra Winney, Tom Wood; Chairman of the Board Todd Kusnierz; Steve Bulger, Matt Rose, County Administrator; Michael Hartnett, County Attorney; Jason Kemper, Planning; Jenniffer McCloskey, Employment & Training; Dennis Brobston, Tori Riley, SEDC.

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

On a motion made by Mr. Grasso, seconded by Mr. Wood, the minutes of the March 3, 2020 meeting were approved unanimously.

Mr. Brobston and Ms. Riley distributed a handout regarding the 2021 SEDC Economic Development Virtual summit. The handout is attached to these minutes. The virtual summit will be held on May 18th from 1pm – 3:30pm to discuss new development, the process and timeline. Topics covered during the summit will include water and sewer, electric and gas, sites, buildings, zooming, 5G technology and transportation. Mr. Brobston discussed areas of concern such as capacities of services such as National Grid, NYSEG, water and sewer and how it could affect potential new development. Ms. Riley said that they will have different presenters on each topic, all well versed in each topic. A question and answer period will be available, along with an opportunity for follow up questions afterward. Ms. Riley said that they are inviting site selectors, regional investors and many businesses to participate. They will also cover the green initiatives being put out by the Governor. Mr. Barrett said that discussing the status of the grid in certain commercial areas of the County would be helpful. Analyzing the areas of the County that are heavily commercial to show where National Grid could strengthen the electrical delivery system to make it more dependable.

A handout detailing SEDC YTD March 31, 2021 prospects was distributed and Mr. Brobston and Ms. Riley gave an overview of the details. The handout is attached to these minutes. Ms. Riley said that they have had great success partnering with the Irish Business Organization. Select USA have a program in DC and anticipate many international business being there.

Mr. Bulger thanked Mr. Brobston and SEDC for their recent referral of a local company DiRAD for the County's incoming and outgoing Public Health call center needs.

Mr. Kemper gave an update on fish stocking. Mr. Kemper said that each year the County invests in \$20K - \$25K in stocking efforts. This supplements DEC's fish stocking. The program was not done last year due to Covid. This year bids have been put out, received, and PO's generated. 10 to 12 inch brook trout will be stocked in the trout streams, 12 to 14 inch rainbow trout in Stewards Pond, and 13 to 20 inch large rainbow trout in Sacandaga Lake. They are currently working with Public Health to see if a children's fish stocking event can be held this year as in past years. Mr. Kemper said that the Towns of Wilton and Milton also purchase stock off the County bid.

Mr. Barrett asked Mr. Kemper about new regulations. Mr. Kemper said that across NYS, specifically inland streams, there were approximately 25 to 30 different special regs related to trout fishing in streams. DEC has consolidated these special regs down to four different classifications, reflecting how many fish can be caught in particular streams. 6 streams in Saratoga County were impacted, the Dwaas Kill, Geysers, Glowegee, Kayaderosseras, Sand Creek, and the Snook Kill. The season usually closes October 15 but now in these streams it will be open from October 16-March 16 for catch and release, artificial only, trout fishing. Mr. Kemper said that in general, the new regs does not have anything to do with buffers or work in streams. A summary will be emailed from Mr. Kemper to all Supervisors. Mr. Barrett said that they have had a difficult time working with DEC trying to get permits for limited work such as sediment removal in culverts, in designated trout streams, to ensure water is flowing freely.

Ms. McCloskey said that the 33rd annual job discovery job fair will be held virtually this year on April 22nd. They already have approximately 90 businesses signed up to participate. Registration is free for businesses and jobseekers. Ms. McCloskey said that she will have the flyer distributed to all Supervisors.

A motion was made by Mr. Grasso, seconded by Ms. Winney, the meeting was adjourned unanimously.

Respectfully submitted,

Therese Connolly
Deputy Clerk of the Board



2021 SEDC Economic Development Virtual SUMMIT

MAY 18, 2021

1:00 PM TO 3:30 PM

State of Affairs- Resource Information -Organizational Knowledge

Welcome:

SEDC - Dennis Brobston

Partners/Moderators:

Saratoga County: Chairman of Board of Supervisors

Saratoga County: Chairman of ED Committee

Saratoga County Industrial Development Agency

SEDC Board of Director

Sessions Content: **Where we are; Timeline for New Development; Process; Contact Promote (Outline/Timeline), Retain (Process), Grow (Capacity)**

Water/Sewer:

Electric/Gas:

Sites/Buildings/Zoning:

5G-Technology:

Transportation:

Q&A: Questions to be posted to chat for review and response following Summit

YTD March 31, 2021 Prospects Rundown

IDA projects in process – \$89,075,000 in projects

1. #20039 SPEC buildings - SCIDA - \$13.125 million - 30 jobs
2. #20033 SPEC building - SCIDA – \$37.5 million – 350 jobs
3. #20042 Mfg. addition - SCIDA - \$2 million - \$7,500 – 12 jobs
4. #21007 Senior Housing - SCIDA - \$22.2 million – 4 jobs
5. #21012 Warehouse consolidation – CPIDA - \$3 million 25 jobs
6. #21019 SPEC building – SCIDA - \$4 million – 26 jobs
7. #21020 Auto parts warehouse – SCIDA - \$3.5 million – 15 jobs
8. #21021 SPEC building –SCIDA - \$3.75 million – 60 jobs

Potential IDA projects – \$53,500,000 in projects

1. #19002 Waste into Fertilizer attraction – \$15 million– 15 jobs
2. #19040 Mfg. expansion –\$2.5 million – 10 jobs
3. #20013 Commercial Bakery - attraction – \$5 million - 15 jobs
4. #20015 Mfg. expansion– \$1 million - 8 jobs
5. #20016 HQ and Office space retention - \$30 million – 10 jobs

We have an additional 50 prospects in various stages of process. Seven of these leads have come from NYSESD, twelve from our FDI project, eleven from SEDC members and three from our IDA's. The remainder came directly to SEDC from phone calls or emails.

YTD March 31, 2021 FDI and Marketing Overview

MARKETING

1. Video production highlighting regional attributes for attraction of targeted industries that complement existing base. Healthcare, Education, Existing Industries, Quality of Life.
2. Continual hits and outreach from SEDC SEE Saratoga's shovel ready site. First Quarter: 20+ leads
3. Outreach to site selectors and development investors managing specific industry expansions.
4. Refreshing website with updated attraction/expansion resources, connections, programs.

FDI

1. Attending multiple virtual events and arranged virtual introductions to a variety of selected industry leaders seeking to expand in the US
2. Outreach to pre-screened and qualified companies launching expansions between 12-18 months
3. Ongoing efforts with international partner organizations managing market launch services
4. Continued introductions and connections expanding awareness of Saratoga County NY
5. Expanded program initiatives that keep interest fluid until travel allows for delegations.
6. Additional marketing materials designed to enhance updated attributes and regional dynamics.