

# Economic Development 10-6-2021

## **SPEAKERS**

Matt Rose, Andrew Jarosh, Phil Barrett, Sandra Winney, Tara Gaston, Jonathan Schopf, Joe Grasso, Dennis Brobston, Several Supervisors, Tom Wood

### **Phil Barrett**

All righty. Well, let's get started. Welcome to the Economic Development Committee meeting of October 6. Just for everybody that's here that might be presenting there's a microphone right up there, right behind Bridget, so, spaced out a little bit here due to COVID and being careful. So, you can use that microphone when you're asked to present. First up, I want to entertain a motion to approve the minutes of the July 7 meeting.

### **Tom Wood**

Supervisor Wood, I'll make that motion.

### **Sandra Winney**

I'll second it, Supervisor Winney.

### **Phil Barrett**

Okay. Very good discussion? All in favor?

### **Several Supervisors**

Aye.

### **Phil Barrett**

Opposed? Motion carries. Okay, first up, SEDC is here to speak about their second quarter payment and any updates that they might have. Dennis, Tori.

### **Dennis Brobston**

Good afternoon.

### **Phil Barrett**

How are you?

### **Dennis Brobston**

Good, and you?

### **Phil Barrett**

Good.

**Dennis Brobston**

Beautiful day out there.

**Phil Barrett**

Yes.

**Dennis Brobston**

We put in for our second quarter payment, which is, which brings us up to \$75,000. so far this year. We have at least that much to be spent in the fourth quarter coming up. So, we've got a lot of things going on but a couple things that we wanted to give you an update on, projects this year so far, have been very plentiful. We've had five already through approvals through IDAs and Planning Boards, that amount to about \$16,400,000. About 100 jobs created, 32 retained. It's the four projects that we have that are in the approval process right now, that will amount to another 82,000 or 82 million, I'm sorry, apologize. 82 million. So, by the end of the year, we expect to be at least \$98 million with nine total projects, another eight and a half million dollars with the new payroll. So, it's been a good year, there's still quite a few other projects we're working on. The Empire State Development has been a little more active within the last six months. And they have gotten us some better looking leads on manufacturing. Yogurt is seem to rear its ugly head again, which I don't know if that's a good thing or bad thing, but there's extra milk production, we understand that is available. I should say there, there is milk production available some extra milk there. So, they're looking to utilize that. And that's going well.

**Phil Barrett**

The supply chain for milk is pretty good, then?

**Dennis Brobston**

That's what I hear.

**Phil Barrett**

Alright, good.

**Dennis Brobston**

That's what I hear. I hear some people are not using all of it so and international companies are coming here to look to use our milk. So that's good. They're selling it here already. But those are the kind of projects we're working on mostly manufacturing and some definitely warehousing, a little bit of fabrication and for the first time a couple of projects that really extend us infrastructure and things of that nature as well.

**Phil Barrett**

So, I saw a press report this week about a project you're working on what's that?

**Dennis Brobston**

In Halfmoon?

**Phil Barrett**

No Clifton Park.

**Dennis Brobston**

Oh, that was Green Mountain electric.

**Phil Barrett**

Yep.

**Dennis Brobston**

They are looking at a former, the original Van Patten lumberyard property over off 146A for a wire hub and what they'll do, bring wire and cut it to size for their clients for fabricating manufacturing and assembly. And they've got sites, quite a few sites, between Virginia or I'm sorry Vermont, New York, Massachusetts that are retail centers but that's not what this is. This is really where they do their fabricating of their systems for that. They're looking at a 64,000 square foot building about a \$6.2 million dollar project.

**Phil Barrett**

Yeah, that building has been empty for a little bit. It's been refurbished so that was good to hear that it'll have an occupant soon.

**Dennis Brobston**

That building's had black top floor since they never poured concrete and had a blacktop floor in it that you couldn't put equipment on, real heavy equipment would just push right through it. So, there's been a lot of work done on that building, brand new build up, roof and everything looks really good.

**Phil Barrett**

Yeah, brand new.

**Dennis Brobston**

It's gonna be great.

**Phil Barrett**

Yep. Very good? Any questions for Dennison SEDC at this time? Okay, hearing none, I'll entertain a motion to approve Second quarter payment of 2021 to SEDC.

**Sandra Winney**

Supervisor Winney. I'll make the motion.

**Phil Barrett**

Thank you, do I have a second?

**Joe Grasso**

Seconded by Supervisor Grasso.

**Phil Barrett**

Supervisor Grasso, thank you. Discussion? All in favor?

**Several Supervisors**

Aye.

**Phil Barrett**

Opposed? Motion carries. Thank you very much.

**Dennis Brobston**

Thank you.

**Phil Barrett**

Today we have Mr. Rose. Are you the past President or are you President? I lost track of the days. What's the date?

**Matt Rose**

Technically past President now.

**Phil Barrett**

Okay. For the Saratoga County Prosperity Partnership, approving their payment as well. What do you have for us?

**Matt Rose**

Yeah, so it'll be approving the second quarter payment for the Prosperity Partnership. There still are a few projects ongoing, Next Wave communities, I think the Town of Malta just finished up their consulting with MRB Group for their latest project and there's still a few outstanding Economic Development Funds that we'll be getting to shortly. So, the first payment was for 112,500 in March so we're just, on behalf of the partnership, we're seeking the second quarter payment.

**Phil Barrett**

Okay, and you have distributed a worksheet with an update for the year.

**Matt Rose**

Yeah, it's just, this is the updated spreadsheet of the Economic Development Fund. I just printed it off, so I can send that out to the committee just before we came in, but it's just reflecting what we'll be talking about shortly with the Town of Wilton and Town of Galway's requests.

**Phil Barrett**

Very good? Okay. Just keep in mind, Matt, you're a lot younger than most of us and this is a bit of a challenge. I know we're all trying to save paper, but you know, little bigger print and a couple extra pages.

**Matt Rose**

Legal paper and bigger font next time.

**Phil Barrett**

There you go, buddy. Perfect. All right. I'll entertain a motion to approve the payment for the Partnership.

**Tom Wood**

Supervisor Wood, I'll make the motion.

**Phil Barrett**

Do I have a second?

**Sandra Winney**

I'll second the motion. Supervisor Winney.

**Phil Barrett**

Second by Supervisor Winney. Discussion or questions from Matt.

**Jonathan Schopf**

Mr. Chairman, John Schopf here checking in a few minutes late. Apologies.

**Phil Barrett**

Oh, that's okay Mr. Vice Chair.

**Jonathan Schopf**

What are we paying here if you don't mind me asking?

**Phil Barrett**

We are holding a spot for you. We are approving the next payment for the Partnership. We just approved one for SEDC.

**Jonathan Schopf**

The quarterly?

**Phil Barrett**

Yes.

**Jonathan Schopf**

Thank you.

**Phil Barrett**

Any discussion? Yes, Mrs. Gaston.

**Tara Gaston**

What are the sales tax revenues? Are we seeing the percentage change since that's what their payments are tied to?

**Phil Barrett**

The bed tax revenue? Yes. Sorry. If they get half the sales tax boy, you guys would have some cash?

**Tara Gaston**

Do we know what the percentages are? If the answer's no, fine can we just get that later?

**Phil Barrett**

Yeah, I don't know if Drew has a good handle on what we might receive in total for this year. Obviously, we still have another quarter to go. But this, this payment will not get us into a territory where, I don't think it gets us to a point where we'd have to give money back. I think we're pretty safe with this payment. Do you have any idea Drew on the? I know we're putting you on the spot here?

**Andrew Jarosh**

That's fine. I actually don't have the total on me. But I could get it for you in about five minutes if you want. But I can attest that what Supervisor Barrett just said is accurate where this this payment won't be an issue. But it'll be the next payment. That's the issue?

**Tara Gaston**

Well, my concern is not whether this payment puts anybody into the red or puts anybody back but part of the discussion when the resolution was made is that we would notify of how we were looking with each of these payments. Because I don't want any organization to be surprised when we look at it next time. So, if we could just get that I would appreciate that. Thank you.

**Phil Barrett**

It's up from last year, that's for certain, and significantly, I would assume. But yeah, this payment will not put them in any position to have to return money. Um, anyone else? Any discussion? All in favor?

**Several Supervisors**

Aye.

**Phil Barrett**

Opposed. Okay, motion carries. Matt's gonna stay with us. He's gonna talk about a couple of municipal planning grants that are administered through the Partnership. We have one from the Town of Wilton and one from the Town of Galloway. First up is Wilton.

**Matt Rose**

Yes, so the Town of Wilton for their Economic Development Fund drawdown request, as you can see, by the backup, they submitted paperwork related to the repair of the bell tower at the Wilson Heritage Museum. There's a lot of historical artifacts in there. So, these repairs in terms of the leaks and the mildew damage that had accumulated there are now fixed so they're looking for the full reimbursement of 7100. And yeah, I will answer any questions as best as possible.

**Phil Barrett**

I'll entertain a motion to approve that municipal planning grant for the Town of Wilton.

**Joe Grasso**

Moved by Supervisor Grasso.

**Phil Barrett**

Do I have a second?

**Tara Gaston**

Second.

**Phil Barrett**

Second by Supervisor Gaston? Discussion? Questions? Okay, all in favor?

**Several Supervisors**

Aye.

**Phil Barrett**

Opposed? Motion carries. Town of Galloway.

**Matt Rose**

Yes. So, the Town of Galloway, similar in terms of the amount, they're looking for the full 7100. What they did was consult with the MRB group as well on a feasibility study for possible senior housing in the Town, which was completed. I'd have to catch up with Supervisors Smith on possible site locations, though.

**Phil Barrett**

Well, that's good. I mean, it's obviously an important segment of the housing stock and good foresight on their part. I'll entertain a motion to approve the grant to the Town of Galloway.

**Tara Gaston**

I'll move it.

**Sandra Winney**

Supervisor Winney.

**Phil Barrett**

Okay. Moved by Supervisor Gaston, second by Supervisor Winney. Discussion? Questions? All in favor?

**Several Supervisors**

Aye.

**Phil Barrett**

All opposed? Okay. Motion carries. Thank you, Matt. Next up was supposed to be Pete Bardunias is from the Capital Region Chamber. Unfortunately, Pete is ill and didn't want to take the chance. He's going to get a COVID test. So, just to make sure, but obviously, with the, you know, precautions that we're all following, if you're not feeling well, it's important that you stay away from crowds and get tested as soon as possible. But he did provide backup for the chamber activities for 2021. I did invite him to the November meeting of the Economic Development Committee, I expect he will be here to present that day. So, if you have any questions about what was distributed on behalf of the chamber, I'm sure Pete would appreciate speaking to you about it. Any other business to come before the committee? Okay, hearing none, I'll entertain a motion to adjourn.

**Sandra Winney**

Supervisor Winney, I'll make that motion.

**Sandra Winney**

Second, Supervisor Wood.

**Phil Barrett**

Second by Supervisor Wood. Thank you. All in favor?

**Several Supervisors**

Aye.

**Phil Barrett**

Opposed? Motion carries. Thank you.

**Sandra Winney**

Thank you.