

ECONOMIC DEVELOPMENT COMMITTEE
October 6, 2021 3:00 p.m.

AGENDA

Chair: Philip Barrett

Members:

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

- I. Welcome and Attendance
- II. Approval of the minutes of the July 7, 2021 meeting
- III. Approving 2nd Quarter 2021 payment to Saratoga Economic Development Corporation
- IV. Approving 2nd Quarter 2021 payment to Saratoga County Prosperity Partnership
- V. Approving a Municipal Planning Grant of \$7,100 from Saratoga County Prosperity Partnership to the Town of Wilton – Matthew Rose
- VI. Approving a Municipal Planning Grant of \$7,100 from Saratoga County Prosperity Partnership to the Town of Galway – Matthew Rose
- VII. Community Development Program update – Pete Bardunias, Capital Region Chamber
- VIII. Other Business
- IX. Adjournment

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

AGENDA ITEM REQUEST FORM

TO: Steve Bulger, County Administrator
Ridge Harris, Deputy County Administrator
Michael Hartnett, County Attorney
Therese Connolly, Clerk of the Board

CC: Jason Kemper, Planning Director
Bridget Rider, Deputy Clerk of the Board
Matt Rose, Management Analyst
Clare Giammusso, County Attorney's Office

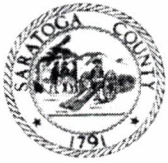
FROM: SEDC

DATE: 8/20/21

RE: Approving 2nd Quarter 2021 Payment to SEDC

COMMITTEE: Economic Development

1. Is a Resolution Required: YES or NO
(If YES, please complete #2- #10) (If NO, skip to #10 and provide reason for bringing the item)
2. Is a Budget Amendment needed: YES or NO
(If yes, budget lines and impact must be provided)
Funds are allocated in the 2021 budget.
3. Are there Amendments to the Compensation Schedule: YES or NO
(If yes, provide details)
4. Specific details on what the resolution will authorize:
Per Resolution 276-2020 SEDC needs to present their quarterly payments to the committee for approval of payment
5. Does this item require hiring a Vendors/Contractors: YES or NO
 - a. Were bids/proposals solicited:
 - b. Is the vendor/contractor a sole source:
 - c. Commencement date of contract term:
 - d. Termination of contract date:
 - e. Contract renewal and term:
 - f. Contact information:
 - g. Is the vendor/contractor an LLS, PLLC or partnership:
 - h. State of vendor/contractor organization:
 - i. Is this a renewal agreement: YES or NO
 - j. Vendor/Contractor comment/remarks:



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

6. Is this an annual housekeeping resolution: YES or NO
(If yes, attach the last approved resolution)
- What were the terms of the prior resolution
 - Are the terms changing:
 - What is the reason for the change in terms:
7. Is a new position being created: YES or NO
- Effective date
 - Salary and grade
8. Is a new employee being hired: YES or NO
- Effective date of employment
 - Salary and grade
 - Appointed position:
 - Term:
9. Is a grant being accepted: YES or NO
- Source of grant funding:
 - Amount of grant:
 - Purpose grant will be used for:
 - Equipment and/or services being purchased with the grant:
 - Time period grant covers:
10. Remarks/Reasoning (Supporting documentation must be attached to this form):
Res. 276-2020 attached

2/23/21



SARATOGA COUNTY BOARD OF SUPERVISORS

RESOLUTION 50 - 2021

Introduced by Supervisors Barrett, Gaston, Grasso, Schopf, Tollisen, Winney and Wood

AUTHORIZING THE CHAIRMAN TO ENTER INTO AN AMENDED AGREEMENT WITH SARATOGA ECONOMIC DEVELOPMENT CORPORATION TO AUTHORIZE FIRST QUARTER 2021 PAYMENT FOR MARKETING AND PROMOTION SERVICES

WHEREAS, pursuant to Resolution 252-2020, this board authorized the Chairman to enter into an agreement with the Saratoga Economic Development Corporation to provide marketing services for the promotion of the benefits of conducting business operations in the County of Saratoga for the amount of \$150,000 in 2021; and

WHEREAS, pursuant to Resolution 276-2020, this board revised the payment terms for the appropriated funding for Saratoga Economic Development Corporation ("SEDC") to require that upon submission of a proper voucher and documentation consisting of copies of its current budget, financial statement and compensation schedule as well as any additional documentation which may be required by the Economic Development Committee for each fiscal quarter for review by the Economic Development Committee and upon a resolution duly advanced, the Board of Supervisors shall consider the quarterly payment to SEDC; and

WHEREAS, our Economic Development Committee has received and reviewed said documentation and has recommended that an amendment to the agreement with SEDC to authorize the first quarter payment of \$37,500 to be paid to SEDC by March 1, 2021 be executed; now, therefore be it

RESOLVED, that the Chair of the Board is hereby authorized to execute an amendment to the agreement with Saratoga Economic Development Corporation to provide marketing services for the promotion of the benefits of conducting business operations in the County of Saratoga for the term January 1, 2021 through December 31, 2021 at a cost not to exceed \$150,000, made in quarterly payments of \$37,500 with the first quarter payment in the amount of \$37,500 authorized to be paid by March 1, 2021; and, be it further

RESOLVED, that the form and content of said amended agreement shall be subject to the approval of the County Attorney.

BUDGET IMPACT STATEMENT: No budget impact.



SARATOGA COUNTY BOARD OF SUPERVISORS

RESOLUTION 276 - 2020

**Introduced by Supervisors Lawler, Kinowski, Pemrick, Raymond and Richardson
As Amended on Motion of Supervisor Veitch, Seconded by Supervisor Kusnierz**

AMENDING RESOLUTION 252-2020 TO REVISE THE PAYMENT TERMS FOR THE SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC. AND SARATOGA ECONOMIC DEVELOPMENT CORPORATION

WHEREAS, Resolution 252-2020 authorized the Chair of the Board to execute 2021 funding and service agreements for various public benefit organizations pursuant to County Law §224; and

WHEREAS, included in the agreements the Chairman was authorized to sign pursuant to Resolution 252-2020 were an agreement with the Saratoga County Prosperity Partnership, Inc. at an appropriated funding level of the "Amount Set by Tax Law §1202-g(9)", which is fifty percent (50%) of the County's occupancy tax revenues, and an agreement with the Saratoga Economic Development Corporation at an appropriated funding level of \$150,000; and

WHEREAS, a motion was made to amend the payment terms for the appropriated 2021 funding to the Saratoga County Prosperity Partnership, Inc. and Saratoga Economic Development Corporation; now, therefore, be it

RESOLVED, that Resolution 252-2020 is hereby amended to revise the payment terms for the appropriated funding for the Saratoga County Prosperity Partnership, Inc. and Saratoga Economic Development Corporation to require that upon submission of a proper voucher and documentation consisting of copies of its current budget, financial statement and compensation schedule as well as any additional documentation which may be required by the Economic Development Committee for each fiscal quarter for review by the Economic Development Committee and upon a resolution duly advanced, the Board of Supervisors shall consider the following payments for approval:

<u>ORGANIZATION</u>	<u>SERVICE</u>	<u>APPROPRIATION</u>	<u>TERM</u>
Saratoga County Prosperity Partnership, Inc.	promote, provide and oversee all economic development activities of the County of Saratoga	Amount Set by of Tax Law §1202-g(9)	quarterly
Saratoga Economic Development Corporation	Economic Development	\$150,000	quarterly

BUDGET IMPACT STATEMENT: No budget impact.

SEDC 2021 Budget		
Revised 02/11/2021		
		2021
Ordinary Income/Expense		
Income		
Grant Income		\$ 20,000.00
IDA Income		\$ 267,019.00
Interest Income		\$ 500.00
Membership Renewals Income		\$ 300,000.00
Miscellaneous Income		\$ 8,500.00
New Member Income		\$ 25,000.00
County Income		\$ 150,000.00
Total Special Events Income		\$ 150,000.00
Total Income/Gross Profit		\$ 921,019.00
Expense		
Computer Maintenance/Upgrades		\$ 10,000.00
Consultants Expense*		\$ 40,000.00
Credit Card Discount Expense		\$ 6,000.00
Donations		\$ 200.00
Dues and Fees		\$ 10,000.00
Equipment Purchases/Repairs		\$ 2,800.00
Insurance		\$ 10,000.00
Marketing		\$ 220,000.00
Miscellaneous Expense		\$ 500.00
Office Supplies		\$ 5,000.00
Postage		\$ 1,000.00
Professional Fees		\$ 20,000.00
Rent/Maintenance		\$ 25,000.00
Salaries & Benefits		\$ 410,000.00
Spark Saratoga - Entrep in Residence		\$ -
Spark Saratoga -MKTG		\$ 10,000.00
Special Events Expense		\$ 75,000.00
Telephone & Communications		\$ 9,000.00
Travel & Expense		\$ 25,000.00
Website Expense		\$ 50,000.00
Total Expense		\$ 929,500.00
Net Income **		\$ (8,481.00)
* revised from 30,000 in 2021 approved budget		
** revised from \$1,519 in 2021 approved budget		

SEDC 2022 Budget		
Approved 09/29/2021		
		2022
Ordinary Income/Expense		
Income		
	Grant Income	\$ 20,000.00
	IDA Income	\$ 165,000.00
	Interest Income	\$ 200.00
	Membership Renewals Income	\$ 275,000.00
	Miscellaneous Income	\$ 8,500.00
	New Member Income	\$ 25,000.00
	County Income	\$ 150,000.00
	Total Special Events Income	\$ 150,000.00
	Total Income/Gross Profit	\$ 793,700.00
Expense		
	Computer Maintenance/Upgrades	\$ 10,000.00
	Consultants Expense	\$ 10,000.00
	Credit Card Discount Expense	\$ 6,000.00
	Donations	\$ 200.00
	Dues and Fees	\$ 9,000.00
	Equipment Purchases/Repairs	\$ 3,000.00
	Insurance	\$ 11,000.00
	Marketing	\$ 150,000.00
	Miscellaneous Expense	\$ 500.00
	Office Supplies	\$ 5,000.00
	Postage	\$ 1,000.00
	Professional Fees	\$ 20,000.00
	Rent/Maintenance	\$ 26,500.00
	Salaries & Benefits	\$ 425,000.00
	Special Events Expense	\$ 75,000.00
	Telephone & Communications	\$ 6,000.00
	Travel & Expense	\$ 25,000.00
	Website Expense	\$ 10,000.00
	Total Expense	\$ 793,200.00
	Net Income	\$ 500.00

**SARATOGA ECONOMIC DEVELOPMENT
CORPORATION**

FINANCIAL STATEMENTS

AND SUPPLEMENTARY INFORMATION

YEARS ENDED DECEMBER 31, 2019 AND 2018

<u>TABLE OF CONTENTS</u>	<u>PAGE NO.</u>
INDEPENDENT AUDITORS' REPORT	1-2
FINANCIAL STATEMENTS	
Statements of financial position	3
Statements of activities	4
Statements of cash flows	5
Notes to financial statements	6-11
SUPPLEMENTARY INFORMATION	
Schedule 1 – Schedules of functional expenses	12



Fredette, Sankowski, Woodcock & Company
Certified Public Accountants

MEMBERS OF
AMERICAN INSTITUTE OF CERTIFIED
PUBLIC ACCOUNTANTS

THE NEW YORK STATE SOCIETY OF
CERTIFIED PUBLIC ACCOUNTANTS

Brian T. Fredette, CPA
Jillian M. Woodcock, CPA

Walter W. Sankowski, CPA, Ret.
Richard D. Soellner, CPA
Laura C. Prouty, CPA

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Saratoga Economic Development Corporation
Saratoga Springs, NY

We have audited the accompanying financial statements of Saratoga Economic Development Corporation (a nonprofit organization), which comprise the statements of financial position as of December 31, 2019 and 2018, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Saratoga Economic Development Corporation as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses on page 12 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Fredette, Sankowski, Woodcock & Co.
Fredette, Sankowski, Woodcock & Company

June 5, 2020



Fredette, Sankowski, Woodcock & Company

Certified Public Accountants

www.fsandco.com

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2019 AND 2018

ASSETS

CURRENT ASSETS	<u>2019</u>	<u>2018</u>
Cash and cash equivalents	\$ 194,301	351,259
Accounts receivable	83,545	81,116
Memberships receivable	44,033	31,534
Current portion of unconditional promise to give, with restrictions	229,970	236,336
Prepaid expense	<u>8,513</u>	<u>8,981</u>
Total current assets	<u>560,362</u>	<u>709,226</u>
PROPERTY AND EQUIPMENT		
At cost, less accumulated depreciation of \$348,698 and \$387,135, respectively	<u>3,608</u>	<u>11,095</u>
OTHER ASSETS		
Unconditional promises to give, with restrictions, net of current portion	28,723	244,424
Intangible assets, less accumulated amortization of \$16,580 and \$16,580, respectively	<u>-</u>	<u>-</u>
Total other assets	<u>28,723</u>	<u>244,424</u>
 TOTAL ASSETS	 <u><u>\$ 592,693</u></u>	 <u><u>964,745</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	<u>2019</u>	<u>2018</u>
Accounts payable	<u>\$ 16,597</u>	<u>25,922</u>
Total current liabilities	<u>16,597</u>	<u>25,922</u>
TOTAL LIABILITIES	<u>16,597</u>	<u>25,922</u>
NET ASSETS		
Without donor restrictions	317,403	458,063
With donor restrictions	<u>258,693</u>	<u>480,760</u>
Total net assets	<u>576,096</u>	<u>938,823</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 592,693</u>	<u>964,745</u>

See accompanying notes and independent auditors' report.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF ACTIVITIES
YEARS ENDED DECEMBER 31, 2019 AND 2018

	December 31, 2019		
	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES			
Grants and contracts	\$ 78,500	-	78,500
Public support	156,633	-	156,633
Campaign contributions	-	6,583	6,583
Program fees	40,722	-	40,722
Promotional events and seminars, net of expenses of \$52,988	48,861	-	48,861
Interest income	583	-	583
Miscellaneous income	10,922	-	10,922
Net assets released from restrictions due to satisfaction of program restrictions	228,650	(228,650)	-
TOTAL SUPPORT AND REVENUES	564,871	(222,067)	342,804
EXPENSES			
Program services (Schedule 1)	490,085	-	490,085
Management and general (Schedule 1)	215,446	-	215,446
TOTAL EXPENSES	705,531	-	705,531
Change in Net Assets	(140,660)	(222,067)	(362,727)
NET ASSETS AT BEGINNING OF YEAR	458,063	480,760	938,823
NET ASSETS AT END OF YEAR	\$ 317,403	258,693	576,096

December 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES			
Grants and contracts	\$ 142,900	-	142,900
Public support	142,251	-	142,251
Campaign contributions	-	10,096	10,096
Program fees	89,316	-	89,316
Promotional events and seminars, net of expenses of \$60,396	41,802	-	41,802
Interest income	975	-	975
Miscellaneous income	7,743	-	7,743
Net assets released from restrictions due to satisfaction of program restrictions	274,734	(274,734)	-
TOTAL SUPPORT AND REVENUES	699,721	(264,638)	435,083
EXPENSES			
Program services (Schedule 1)	547,150	-	547,150
Management and general (Schedule 1)	215,951	-	215,951
TOTAL EXPENSES	763,101	-	763,101
Change in Net Assets	(63,380)	(264,638)	(328,018)
NET ASSETS AT BEGINNING OF YEAR	521,443	745,398	1,266,841
NET ASSETS AT END OF YEAR	\$ 458,063	480,760	938,823

See accompanying notes and independent auditors' report.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2019 AND 2018

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (362,727)	(328,018)
Adjustments to reconcile change in net assets to cash provided by operating activities:		
Depreciation	7,487	4,165
Bad Debts	7,000	31,417
(Increase) decrease in net assets		
Accounts receivable	(2,429)	(78,016)
Memberships receivable	(12,499)	(5,747)
Pledge receivable	215,067	233,221
Prepaid expenses	468	(3,169)
Increase (decrease) in liabilities		
Accounts payable	(9,325)	(1,928)
NET CASH (USED) BY OPERATING ACTIVITIES	(156,958)	(148,075)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of property and equipment	-	(2,972)
NET CASH (USED) BY INVESTING ACTIVITIES	-	(2,972)
NET CHANGE IN CASH	(156,958)	(151,047)
CASH, BEGINNING OF YEAR	351,259	502,306
CASH, END OF YEAR	\$ 194,301	351,259

See accompanying notes and independent auditors' report.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2019 AND 2018

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of Saratoga Economic Development Corporation have been prepared on the accrual basis. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

Organization and Nature of Activities

The Saratoga Economic Development Corporation is a nonprofit organization under the laws of the State of New York. It was formed in 1978 to promote economic development in and around Saratoga County through planning and promoting, and if necessary, coordinating and executing programs in the County of Saratoga aimed to improve the quality of life of its residents by providing for additional employment, bettering and maintaining job opportunities within the County. The Organization also administers programs for municipalities within Saratoga County by achieving various grant objectives that are aimed at helping the municipalities to become more enticing for economic growth.

The Saratoga Economic Development Corporation has been granted exemption from Federal Income Taxation pursuant to Section 501 (c)(3) of the Internal Revenue Code. The Organization's tax returns are generally subject to examination by various taxing authorities of which the open audit periods are the years ended December 31, 2017 through December 31, 2019.

Location

The Saratoga Economic Development Corporation is located in Saratoga Springs, New York, and grants credit to local businesses for membership dues.

Support and Revenues

Net assets without donor restrictions represent assets without externally imposed donor or grantor restrictions. The resources are available for support of the organization's operations and include assets designated by the Board for specific purposes. Board designated net assets included in net assets without donor restrictions at December 31, 2019 and 2018 was \$0.

Net assets with donor restrictions represent assets with externally imposed restrictions as to what the monies must be utilized for.

Grants and other contributions of cash and other assets are reported as net assets with donor restrictions if they are received with grantor or donor stipulations that limit their use. When a stipulation expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, the net assets are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2019 AND 2018

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Support and Revenue (Continued)

Unconditional promises to give are recognized as contribution revenue and receivable in the period in which the promise is received. Depending on the existence and nature of the donor-imposed restrictions, unconditional promises to give are reported as net assets with or without donor restrictions. Unconditional promises to give that are due in future periods and are not permanently restricted generally increase net assets with donor restrictions, unless the donor explicitly stipulates that the promise to give is to support current period activities or if other circumstances supporting the promise make it clear that the donor's intension is to support current period activities.

Loan fees are collected on loans referred or originated by the Organization and are reported as net assets without restrictions when received.

Facilitating fees are collected from entities for various services related to help in relocating to Saratoga County. The income is reported as net assets without restrictions when received.

Cash and Cash Equivalents

The Organization includes as cash equivalents all short-term, highly liquid investments that are both readily convertible to known amounts of cash and so near their maturity that they present insignificant risk of changes in value because of changes in interest rates.

Accounts Receivable

The Saratoga Economic Development Corporation uses the direct write off method for valuing accounts receivable. This reduces the current balance of accounts receivable by the actual bad debts for the period.

Property, Equipment and Depreciation

Depreciation of property and equipment is provided over the estimated useful lives of the respective assets using the straight-line method. The estimated useful lives of property and equipment for purposes of calculating deprecation are 5-7 years. Major improvements and additions are capitalized at historical cost and depreciated over 7-15 years. Repairs and maintenance are charged against operations as incurred.

Amortization

Intangible assets consist of website development costs and video costs, which are amortized over their estimated useful lives. The amortization expense for the years ended December 31, 2019 and 2018 was \$0.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2019 AND 2018

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the program and general and administrative expenses. Directly identifiable expenses are charged to the program and general and administrative expenses and expenses that require allocation are allocated on either a personnel-cost or square-footage basis, whichever is more reasonable for the expense.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that can affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Advertising

Advertising costs are expensed as they are incurred. The advertising costs for the years ended December 31, 2019 and 2018 was \$46,560 and \$107,098, respectively.

Reclassification

Certain 2018 balances have been reclassified to conform with 2019 presentation.

Uncertain Tax Positions

Management has determined that the Organization does not have any uncertain tax positions and associated unrecognized benefits that materially impact the financial statements or related disclosures

NOTE 2 – FAIR VALUE MEASUREMENT

The recorded value of the organization's unconditional promises to give, accounts receivable and accounts payable approximate fair value based on their short-term nature.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2019 AND 2018

NOTE 3 – SIGNIFICANT CONCENTRATION OF RISK

Cash and cash equivalents

The Organization maintains its cash in bank deposit accounts at high quality financial institutions. The balances at times may exceed federally insured limits. At December 31, 2019 and 2018, the Organization's cash balances exceeded the federally insured limits by \$0 and \$103,191, respectively.

NOTE 4 – SUBSEQUENT EVENT

Management has evaluated subsequent events through June 5, 2020, the date the financial statements were available to be issued.

NOTE 5 – COMMITMENTS

Prior to 2000, the Organization was given the rights to access two, 20-inch water intake structures in the hydro station located in Moreau Industrial Park. The Organization has the right to use up to 5,000,000 gallons of water per day. A valuation of these assets has not been formalized.

NOTE 6 – CONTINGENCIES

The Organization is contingently liable to the extent of \$9,829,497 as guarantor of the mortgage indebtedness of Luther Forest Technology Campus Economic Development Corporation (LFTCEDC). The mortgage is also secured by the land purchased by Luther Forest Technology Campus Economic Development Corporation. During 2010 the mortgages have been called. LFTCEDC is currently in negotiations with New York State to resolve the matter.

NOTE 7 – PENSION PLAN

The Organization adopted a 401(k) Plan effective June 1, 2005. Through June 1, 2005 (date of termination) the qualified simplified employee pension – individual retirement account plan was in effect. The new plan covers substantially all employees who have attained age twenty-one with at least one year of service to the Organization. The Organization made contributions to the plan of a match, up to 5% of compensation and a nonelective contribution of 5% of eligible employees' gross wages in 2019 and 2018. The amounts contributed for 2019 and 2018 were \$29,673 and \$32,800, respectively.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2019 AND 2018

NOTE 8 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The following reflects the Organization’s financial assets as of the balance sheet date, reduced by amounts not available for general expenditures within one year:

Financial Assets	
Cash and cash equivalents	\$ 194,301
Accounts receivable	83,544
Membership receivable	44,033
Unconditional promises to give, with restrictions	<u>229,970</u>
 Total financial assets, excluding noncurrent receivables	 551,848
 Less amounts unavailable to meet cash needs for general expenditures within one year	 <u>-</u>
 Financial Assets Available to Meet Cash Needs for Expenditures Within One Year	 <u><u>\$ 551,848</u></u>

The Organization will use the financial assets that are available within one year along with the excess of revenues over expenses to meet the cash needs of the Organization within the next year. The unconditional promises to give listed above, do not reduce the amounts available for general expenditures due to them being collected within in the year and available for use when collected.

NOTE 9 – UNCONDITIONAL PROMISES TO GIVE

At December 31, 2019, unconditional promises to give are as follows:

Less than one year	\$ 229,970
One to five years	28,723
More than five years	-
	<u><u>\$ 258,693</u></u>

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2019 AND 2018

NOTE 10 – PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	2019	2018
Computer equipment	\$ 29,995	58,705
Office furniture and equipment	38,411	55,625
Equipment	55,000	55,000
Railroad spur	228,900	228,900
	352,306	398,230
Less: accumulated depreciation	(348,698)	(387,135)
	\$ 3,608	11,095

NOTE 11 – LEASE OF EQUIPMENT

The Organization acquired certain equipment during 2016 through a grant. The Organization is leasing the equipment to a local dairy farm located in Schuylerville, NY for 57 monthly payments of \$702 beginning September 2016 through May, 2021. Equipment rental income received under this lease are included as part of miscellaneous income.

Equipment rental income for the years ended December 31, 2019 and 2018 was \$8,424 and \$7,743, respectively.

NOTE 12 – LEASES

The Organization leases office space on a month-to-month basis throughout the year. Rental expense for the years ended December 31, 2019 and 2018, was \$22,156 and \$27,032, respectively.

NOTE 13 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted subject to the passage of time and are due in future periods for the general support of future periods. Net assets with donor restrictions that were released from restrictions were released due to the passage of time and being collected.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE 1 - SCHEDULES OF FUNCTIONAL EXPENSES
YEARS ENDED DECEMBER 31, 2019 AND 2018

	December 31, 2019		
	Economic Development	Management and General	Total
Salaries	\$ 204,243	94,722	298,965
Program expense	101,330	-	101,330
Employee benefits	39,904	18,506	58,410
Advertising and marketing	46,560	-	46,560
Consultants expense	-	42,000	42,000
Rent	12,511	9,645	22,156
Payroll taxes	15,128	7,016	22,144
Prospect development	18,583	-	18,583
Professional fees	14	16,757	16,771
Office supplies and expense	10,053	6,588	16,641
Travel and promotion	7,220	5,646	12,866
Telephone	4,861	3,748	8,609
Licenses, dues and fees	8,403	-	8,403
Insurance	4,093	3,155	7,248
Bad debts	7,000	-	7,000
Web page maintenance	5,268	-	5,268
Bank and credit card charges	-	4,181	4,181
Depreciation	4,228	3,259	7,487
Postage	289	223	512
Reference library	269	-	269
Conferences, seminars and trade shows	78	-	78
Donations	50	-	50
	\$ 490,085	215,446	705,531
Total	\$ 490,085	215,446	705,531

December 31, 2018

	Economic Development	Management and General	Total
Salaries	\$ 256,092	90,200	346,292
Program expense	2,095	-	2,095
Employee benefits	66,428	23,397	89,825
Advertising and marketing	107,098	-	107,098
Consultants expense	-	42,000	42,000
Rent	15,265	11,767	27,032
Payroll taxes	19,148	6,744	25,892
Prospect development	8,963	-	8,963
Professional fees	-	11,479	11,479
Office supplies and expense	7,401	4,668	12,069
Travel and promotion	7,364	11,163	18,527
Telephone	5,202	4,010	9,212
Licenses, dues and fees	8,088	-	8,088
Insurance	4,605	3,550	8,155
Bad debts	31,417	-	31,417
Web page maintenance	4,356	-	4,356
Bank and credit card charges	-	4,980	4,980
Depreciation	2,352	1,813	4,165
Postage	232	180	412
Reference library	99	-	99
Conferences, seminars and trade shows	545	-	545
Donations	400	-	400
	<u>547,150</u>	<u>215,951</u>	<u>763,101</u>
Total	<u>\$ 547,150</u>	<u>215,951</u>	<u>763,101</u>

See accompanying notes and independent auditors' report.

Dennis Brobston

SEDC Time Sheet Report

TOTALS 2021

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Administration	35	32	27	26	18	35	35	14	0	0	0	0	222
Investor Relations													
Membership	23	28	23	21	17	16	22	5	0	0	0	0	155
Small Business Assistance	0	0	0	0	0	0	0	0	0	0	0	0	0
IDA's	13	3	13	7	34	12	2	0	0	0	0	0	84
Prospects													
Attraction	43	49	47	51	28	52	22	20	0	0	0	0	311
Retention	24	22	20	28	19	31	12	2	0	0	0	0	158
SEDC Projects													
#1 Videos	0	0	0	0	8	0	0	0	0	0	0	0	8
#2 CDRPC Subaward Grant	0	0	0	0	0	14	11	0	0	0	0	0	25
#3 County Mktg. Contract	9	8	0	1	5	27	0	2	0	0	0	0	51
Community Development	0	3	1	22	10	2	0	2	0	0	0	0	40
Holidays	14	7	0	0	7	0	7	0	7	7	21	14	84
Medical Time	0	0	0	0	0	0	0	0	0	0	0	0	0
Personal	0	0	0	0	0	0	0	0	0	0	0	0	0
Vacation	0	0	0	7	18	0	49	0	0	0	0	0	74
Total:	160	151	169	163	163	191	160	45	7	7	21	14	1,251

222 18.30%

832 66.69%

158 13.01%

1,211 86.99%

Tori Riley

SEDC Time Sheet Report

TOTALS 2021

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Administration	OTA	0	0	0	3	0	0	0	5	0	0	0	7
Investor Relations													
Membership	42	28	31	29	43	39	33	25	16	0	0	0	284
Small Business Assistance	0	6	3	0	0	0	0	0	0	0	0	0	9
IDA's	0	0	0	0	0	0	0	0	0	0	0	0	0
Prospects													
Attraction	33	29	37	26	26	48	23	27	2	0	0	0	250
Retention	33	21	30	30	18	27	12	9	9	0	0	0	188
SEDC Projects													
#1 Videos/Website	27	48	37	40	13	37	56	35	23	0	0	0	313
#2 CDRPC Subaward Grant	0	0	0	0	0	2	3	0	0	0	0	0	5
#3 County Mktg. Contract	27	40	41	24	24	64	21	15	13	0	0	0	268
Community Development	5	0	17	12	12	0	0	1	3	0	0	0	50
Holidays	14	8	0	7	7	0	7	0	7	7	21	14	92
Medical Time	0	0	0	14	0	0	0	35	42	0	0	0	91
Personal	0	0	8	0	0	0	28	9	0	0	0	0	45
Vacation	0	0	0	0	35	0	0	21	0	0	0	0	56
Total: ###	179	206	188	179	216	183	176	##	7	21	14		1,490

7 0.42%

1,364 82.42%

284 0.00%
1655 82.84%

SEDC 2021 Saratoga Co. Funding Expenditures		
		\$ 150,000.00
<u>VENDOR</u>		
Center for Economic Growth	Membership	\$ 2,500.00
Capital Region Chamber Foundation	Career Jam Sponsorship	\$ 3,000.00
IMC	Website Hosting	\$ 195.00
IMC	Domain Registrations	\$ 135.00
SEMI	Membership	\$ 700.00
Irish Business Organization of New York	Membership	\$ 395.00
Irish Business Organization of New York	Breakfast	\$ 9.00
Globaify	FDI 2020 Contract	\$ 22,500.00
The Local, Washington Plaza	FDI	\$ 286.56
Southwest Airlines to Washington DC	FDI	\$ 973.92
Place Marketing	Site Selection Database	\$ 645.00
GoDaddy	Website Update	\$ 38.34
Uber	Washington DC	\$ 170.38
Washington Plaza	Washington DC	\$ 936.30
Albany Airport	Parking/Washington DC Tri	\$ 30.00
BWI Airport	Washington DC Trip	\$ 22.80
Fast Facility	Fast GIS	\$ 4,950.00
IEDC	Membership	\$ 1,060.00
Normandin Marketing	Website	\$ 3,750.00
The Log Jam	FDI	\$ 62.50
Pepe Productions	Video Production	\$ 15,000.00
		\$ 57,359.80
<u>STAFF HOURS</u>		
Dennis Brobston	51 Hours @ \$78.04/Hour	\$ 3,980.04
Tori Riley	268 Hours@\$51.03/Hour	\$ 13,676.04
		\$ 17,656.08
TOTAL EXPENDITURES		\$ 75,015.88



**SARATOGA COUNTY OUTSIDE AGENCY FUNDING APPLICATION
SUPPORTING DOCUMENTATION
2022**

- Purpose of Funding** -The funding will be used by SEDC to provide the services described in the attached exhibit, by way of a contract between SEDC and Saratoga County. See attachment on Allocation of Funds.

Detailed Budget - Please see attached budget

Time Line for Completion – SEDC continuously provides services to the County and County residents.

Economic Impact to Saratoga County – SEDC strives to retain industries in the County and seeks new companies to locate their facilities within the County in order to provide the residents of Saratoga County with a quality job so they can support their families and have a high quality life.

Number of County Residents who will benefit – County residents benefit from an improved economy and better job opportunities as well has increased access to information and education regarding economic development initiatives and programs.

- Audited Financial Statements** – Our latest CPA audited financial statements are for 2019. The audit is attached. The 2020 audit is in process and delayed until mid-October due to Covid.

- Compensation Schedule** – 2021 salaries and benefits

NAME	STATUS	TITLE	SALARY	BENEFITS
Dennis Brobston	FT	President	\$142,028	\$17,642
Tori Riley	FT	Vice President	\$92,882	\$23,115
Susan Rowland	FT	Office Manager/Events Director	\$59,092	\$15,340
Allyssa Wanser	FT	Membership Director	\$41,490	\$5,834
TOTALS			\$336,902	\$61,931
GRAND TOTAL			\$398,833	

- Operating Budget for Current Year** – See Attached 2021 Budget.
- Proposed or Adopted Budget for Upcoming Year**
–See Attached Approved 2022 Budget



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

TO: Steve Bulger, County Administrator
Ridge Harris, Deputy County Administrator
Michael Hartnett, County Attorney
Therese Connolly, Clerk of the Board

CC: Jason Kemper, Planning Director
Bridget Rider, Deputy Clerk of the Board
Matt Rose, Management Analyst
Clare Giammusso, County Attorney's Office
Audra Hedden, County Administrator's Office
Stephanie Hodgson, Director of Finance

FROM: Saratoga County Prosperity Partnership

DATE: 9/29/21

RE: Approving the 2nd Quarter payment to the Saratoga County Prosperity Partnership

COMMITTEE: Economic Development

1. Is a Resolution Required: YES or NO
(If YES, please complete #2- #10) (If NO, skip to #10 and provide reason for bringing the item)
2. Is a Budget Amendment needed: YES or NO
(If yes, budget lines and impact must be provided)
Funds are included in the 2021 budget
3. Are there Amendments to the Compensation Schedule: YES or NO
(If yes, provide details)
4. Specific details on what the resolution will authorize:
Authorizing and approving the 2nd Quarter payment of 2021 to the Saratoga County Prosperity Partnership per resolution 276-2020.
5. Does this item require hiring a Vendors/Contractors: YES or NO
 - a. Were bids/proposals solicited:
 - b. Is the vendor/contractor a sole source:
 - c. Commencement date of contract term:
 - d. Termination of contract date:
 - e. Contract renewal and term:
 - f. Contact information:
 - g. Is the vendor/contractor an LLS, PLLC or partnership:
 - h. State of vendor/contractor organization:
 - i. Is this a renewal agreement: YES or NO
 - j. Vendor/Contractor comment/remarks:



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

6. Is this an annual housekeeping resolution: YES or NO
(If yes, attach the last approved resolution)
- a. What were the terms of the prior resolution
 - b. Are the terms changing:
 - c. What is the reason for the change in terms:
7. Is a new position being created: YES or NO
- a. Effective date
 - b. Salary and grade
8. Is a new employee being hired: YES or NO
- a. Effective date of employment
 - b. Salary and grade
 - c. Appointed position:
 - d. Term:
9. Is a grant being accepted: YES or NO
- a. Source of grant funding:
 - b. Amount of grant:
 - c. Purpose grant will be used for:
 - d. Equipment and/or services being purchased with the grant:
 - e. Time period grant covers:
10. Remarks/Reasoning (Supporting documentation must be attached to this form):

2/23/21



SARATOGA COUNTY BOARD OF SUPERVISORS

RESOLUTION 49 - 2021

Introduced by Supervisors Barrett, Gaston, Grasso, Schopf, Tollisen, Winney and Wood

AUTHORIZING THE CHAIRMAN TO ENTER INTO AN AMENDED AGREEMENT WITH SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC. TO AUTHORIZE FIRST QUARTER 2021 PAYMENT FOR ECONOMIC DEVELOPMENT SERVICES

WHEREAS, pursuant to Resolution 252-2020, this board authorized the Chairman to enter into an agreement with the Saratoga County Prosperity Partnership to promote, provide and oversee all economic development activities of the County of Saratoga based on the amount set by Tax Law §1202-g(9), which is fifty percent (50%) of the County's occupancy tax revenues; and

WHEREAS, pursuant to Resolution 276-2020, this board revised the payment terms for the appropriated funding for the Saratoga County Partnership, Inc. ("Prosperity Partnership") to require that upon submission of a proper voucher and documentation consisting of copies of its current budget, financial statement and compensation schedule as well as any additional documentation which may be required by the Economic Development Committee for each fiscal quarter for review by the Economic Development Committee and upon a resolution duly advanced, the Board of Supervisors shall consider the quarterly payment to Prosperity Partnership based on the amount set by Tax Law §1202-g(9); and

WHEREAS, our Economic Development Committee has received and reviewed said documentation and has estimated the total amount of the County's occupancy tax revenues for 2021 to be no more than \$900,000, making the amount of \$450,000 to be paid to Prosperity Partnership for the term January 1, 2021 through December 31, 2021, which shall be paid in quarterly amounts of \$112,500 upon consideration and approval of the Economic Development Committee; and

WHEREAS, our Economic Development Committee has recommended that an amendment to the agreement with Prosperity Partnership authorize the first quarter payment of \$112,500 to be paid to the Prosperity Partnership by March 1, 2021; now, therefore be it

RESOLVED, that the Chair of the Board is hereby authorized to execute an amendment to the agreement with Saratoga County Prosperity Partnership, Inc. to promote, provide and oversee all economic development activities of the County of Saratoga for the term January 1, 2021 through December 31, 2021 at a cost not to exceed \$450,000, with the first quarter payment in the amount of \$112,500 to be paid by March 1, 2021; and, be it further

RESOLVED, that the Economic Development Committee, having reviewed the budget, financial statements and compensation schedule submitted by Saratoga County Prosperity Partnership, Inc. and having considered the likely tax returns and budget estimates, authorize the first quarterly payment of \$112,500 to be paid by March 1, 2021, with said agreement being subject to the approval of the County Attorney.

BUDGET IMPACT STATEMENT: No budget impact.



SARATOGA COUNTY BOARD OF SUPERVISORS

RESOLUTION 276 - 2020

**Introduced by Supervisors Lawler, Kinowski, Pemrick, Raymond and Richardson
As Amended on Motion of Supervisor Veitch, Seconded by Supervisor Kusnierz**

AMENDING RESOLUTION 252-2020 TO REVISE THE PAYMENT TERMS FOR THE SARATOGA COUNTY PROSPERITY PARTNERSHIP, INC. AND SARATOGA ECONOMIC DEVELOPMENT CORPORATION

WHEREAS, Resolution 252-2020 authorized the Chair of the Board to execute 2021 funding and service agreements for various public benefit organizations pursuant to County Law §224; and

WHEREAS, included in the agreements the Chairman was authorized to sign pursuant to Resolution 252-2020 were an agreement with the Saratoga County Prosperity Partnership, Inc. at an appropriated funding level of the "Amount Set by Tax Law §1202-g(9)", which is fifty percent (50%) of the County's occupancy tax revenues, and an agreement with the Saratoga Economic Development Corporation at an appropriated funding level of \$150,000; and

WHEREAS, a motion was made to amend the payment terms for the appropriated 2021 funding to the Saratoga County Prosperity Partnership, Inc. and Saratoga Economic Development Corporation; now, therefore, be it

RESOLVED, that Resolution 252-2020 is hereby amended to revise the payment terms for the appropriated funding for the Saratoga County Prosperity Partnership, Inc. and Saratoga Economic Development Corporation to require that upon submission of a proper voucher and documentation consisting of copies of its current budget, financial statement and compensation schedule as well as any additional documentation which may be required by the Economic Development Committee for each fiscal quarter for review by the Economic Development Committee and upon a resolution duly advanced, the Board of Supervisors shall consider the following payments for approval:

<u>ORGANIZATION</u>	<u>SERVICE</u>	<u>APPROPRIATION</u>	<u>TERM</u>
Saratoga County Prosperity Partnership, Inc.	promote, provide and oversee all economic development activities of the County of Saratoga	Amount Set by of Tax Law §1202-g(9)	quarterly
Saratoga Economic Development Corporation	Economic Development	\$150,000	quarterly

BUDGET IMPACT STATEMENT: No budget impact.

Budget Report for Saratoga County Prosperity Partnership, Inc
Fiscal Year Ending: 12/31/2021

Run Date: 10/28/2020
Status: CERTIFIED
Certified Date 10/28/2020

Budget & Financial Plan

Budgeted Revenues, Expenditures, And Changes in Current Net Assets.

	Last Year (Actual) 2019	Current Year (Estimated) 2020	Next Year (Adopted) 2021	Proposed 2022	Proposed 2023	Proposed 2024
REVENUE & FINANCIAL SOURCES						
Operating Revenues						
Charges For Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rentals & Financing Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Operating Revenues	\$775,000.00	\$500,000.00	\$550,000.00	\$575,000.00	\$600,000.00	\$600,000.00
Non-Operating Revenues						
Investment Earnings	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
State Subsidies / Grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Federal Subsidies / Grants	\$0.00	\$141,223.00	\$135,000.00	\$100,000.00	\$100,000.00	\$100,000.00
Municipal Subsidies / Grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Public Authority Subsidies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Non-Operating Revenues	\$58,045.00	\$17,733.00	\$104,000.00	\$115,000.00	\$115,000.00	\$115,000.00
Proceeds From The Issuance Of Debt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Revenues & Financing Sources	\$833,045.00	\$658,956.00	\$789,000.00	\$790,000.00	\$815,000.00	\$815,000.00
EXPENDITURES						
Operating Expenditures						
Salaries And Wages	\$367,878.00	\$300,000.00	\$291,000.00	\$300,000.00	\$315,000.00	\$315,000.00
Other Employee Benefits	\$92,739.00	\$81,200.00	\$85,163.00	\$85,000.00	\$90,000.00	\$95,000.00
Professional Services Contracts	\$145,964.00	\$145,964.00	\$161,015.00	\$161,015.00	\$165,000.00	\$165,000.00
Supplies And Materials	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Operating Expenditures	\$97,044.00	\$0.00	\$191,620.00	\$191,620.00	\$200,000.00	\$200,000.00
Non-Operating Expenditures						
Payment Of Principal On Bonds And Financing Arrangements	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interest And Other Financing Charges	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Subsidies To Other Public Authorities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capital Asset Outlay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grants And Donations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Non-Operating Expenditures	\$0.00	\$105,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expenditures	\$703,625.00	\$632,664.00	\$728,798.00	\$737,035.00	\$770,000.00	\$775,000.00
Capital Contributions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Excess (Deficiency) Of Revenues And Capital Contributions Over Expenditures	\$129,420.00	\$26,292.00	\$60,202.00	\$52,965.00	\$45,000.00	\$40,000.00

Budget Report for Saratoga County Prosperity Partnership, Inc

Fiscal Year Ending: 12/31/2021

Run Date: 10/28/2020
Status: CERTIFIED
Certified Date: 10/28/2020

The authority's budget, as presented to the Board of Directors, is posted on the following website: <https://saratogapartnership.org/wp-content/uploads/2020/10/2021-Draft-Budget-Presented-to-Board.pdf>

Additional Comments

Saratoga County Prosperity Partnership
Expenditures
August 1, 2021 to August 31, 2021

Date	Type	No.	Payee	Category	Memo	Total
08/30/2021	Check	2656	Saratoga County Chamber of Commerc	Rent or Lease		750.00
08/30/2021	Check	2655	Electronic Office Products	IT/Computer Services		180.00
08/20/2021	Check	2654	PVA	Rent or Lease		2,900.00
08/20/2021	Check	2653	PVA	Rent or Lease		1,122.58
08/04/2021	Expenditure	1002	Saratoga County Chamber of Commerc	Rent or Lease	Teller Check 1002	750.00
08/04/2021	Check	2652	CP Saratoga LLC	StartUp NY Leaseback		3,625.00
Total:						9,327.58

Saratoga County Prosperity Partnership

Statement of Activity

January - August, 2021

	TOTAL	
	JAN - AUG, 2021	JAN - AUG, 2020 (PY)
Revenue		
10000 StartUp NY Leaseback	35,529.58	14,500.00
10015 Occupancy Tax Revenue	112,500.00	375,000.00
10020 Service Fee For Leaseback Program		1,105.99
10025 Fee For Services	10,120.00	2,680.00
10035 Grant Revenue	30,019.78	88,223.00
10040 Event Sponsorship		70.00
10055 PPP - SBA LOAN FORGIVIEN	55,503.92	
Total Revenue	\$243,673.28	\$481,578.99
GROSS PROFIT	\$243,673.28	\$481,578.99
Expenditures		
8100 Employee Expenses		
3000 - F Networking Meetings (deleted)		
7009-A Workshops and Networking events (deleted)		200.00
Total 3000 - F Networking Meetings (deleted)		200.00
3001 Automobile Allowance		500.00
8001 Payroll & 401K Fees	2,593.07	3,134.08
8002 Health & Dental Insurance	817.50	24,722.17
8003 Wireless & Data Fees	1,000.00	1,160.00
8004 Mileage Reimbursement	1,055.90	1,817.93
8005 Salaries & Wages	94,846.23	180,088.42
8006 401k Company Match	4,707.68	0.00
3008-A 401k Match - Jenny (deleted)		1,640.56
3008-B 401K Match - Marty (deleted)		389.65
3008-C 401k Match Michele (deleted)		1,737.04
8006D 401k Match (Shelby) (deleted)		4,269.68
Total 8006 401k Company Match	4,707.68	8,036.93
8007 Payroll Taxes		518.83
8007A Payroll Expense - SS	5,880.47	10,022.03
8007B Payroll Expense - Medicare	1,375.28	2,343.92
8007C Payroll Expense - FUTA	0.00	0.00
8007D Payroll Expense - SUI	755.24	-148.28
8007E Payroll Expense - NY Re-employ SVC	0.00	27.14
Total 8007 Payroll Taxes	8,010.99	12,763.64
Total 8100 Employee Expenses	113,031.37	232,423.17

Saratoga County Prosperity Partnership

Statement of Activity

January - August, 2021

	TOTAL	
	JAN - AUG, 2021	JAN - AUG, 2020 (PY)
9000 Operating Expenses		
3500 Programming & MOU Expenses		0.00
3047 Database & Information Clearing House	1,510.00	7,000.00
3048 Community Economic Development Plans/NWC	15,849.11	2,265.00
3049 Business Retention & Expansion (BRE)	963.00	
3060 StartUp NY Leaseback	36,250.00	10,875.00
Total 3500 Programming & MOU Expenses	54,572.11	20,140.00
5200 General Office Expenses	2,262.94	1,958.38
5101 Printer Expenses	180.00	1,102.62
5102 Bank Service Charges	12.00	172.33
5103 Business Insurance	3,210.19	6,011.19
5104 IT/Computer Services	3,620.00	3,845.71
5105 Interest Expense (deleted)		-13.48
5107 Legal Fees	1,225.00	27,519.81
5108 Office Equipment	464.29	155.15
5109 Postage & Delivery	78.22	564.00
5110 Rent or Lease	11,522.58	24,936.48
5111 Utilities	1,571.98	1,784.20
5112 Newspaper Subscriptions (deleted)		1,895.79
7017-A Newspapers, Magazines Subscriptions (deleted)		291.00
Total 5112 Newspaper Subscriptions (deleted)		2,186.79
5120 Legal & Accounting Fees	16,638.50	
6002 Networking & Meetings	396.90	
6003 Dues & Memberships	2,515.00	965.00
3083A Dues & Memberships - BRE (deleted)		2,465.00
3083B Dues & Memberships - Attraction (deleted)		704.00
Total 6003 Dues & Memberships	2,515.00	4,134.00
6100 Professional Development/Training	525.00	-809.00
6001 Employee Training (deleted)		682.50
Total 6100 Professional Development/Training	525.00	-126.50
7000-B1 Rent Expense - Copier (deleted)		938.84
7000-E Cleaning		845.00
7057 Conferences & Meetings		584.63
Total 5200 General Office Expenses	44,222.60	76,599.15
6200 Travel		8.00
4054 Ground Transportation (deleted)		10.00
6111 Travel Meals		343.44
Total 6200 Travel		361.44

Saratoga County Prosperity Partnership

Statement of Activity

January - August, 2021

	TOTAL	
	JAN - AUG, 2021	JAN - AUG, 2020 (PY)
7100 MARCOMM	3,496.78	
5001-F Misc (deleted)		861.28
7051 Advertising/Public Relations	257.00	1,354.68
7052 Digital Subscriptions	410.00	2,931.17
7053 Website/Domains (deleted)		5,342.21
Total 7100 MARCOMM	4,163.78	10,489.34
Total 9000 Operating Expenses	102,958.49	107,589.93
910 Uncategorized Expenditure	5,086.28	2,545.90
920 Prior Year Offset Adjustments		-3,885.05
Total Expenditures	\$221,076.14	\$338,673.95
NET OPERATING REVENUE	\$22,597.14	\$142,905.04
Other Expenditures		
940 Reconciliation Discrepancies	1,223.72	-23.75
Total Other Expenditures	\$1,223.72	\$ -23.75
NET OTHER REVENUE	\$ -1,223.72	\$23.75
NET REVENUE	\$21,373.42	\$142,928.79

Saratoga County Prosperity Partnership

Statement of Financial Position

As of August 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Adirondack Trust Company	36,274.32
PPP Checking	0.00
USDA RBDG	30,029.78
Total Bank Accounts	\$66,304.10
Accounts Receivable	
1300 Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
1310 Prepaid Expenses	0.00
1320 Uncategorized Asset	-525.00
1330 Undeposited Funds	0.00
1360 Prepaid Insurance - Gen Liability	4,166.84
1370 Prepaid Insurance - Workers comp	4,466.12
Total Other Current Assets	\$8,107.96
Total Current Assets	\$74,412.06
Fixed Assets	
1385 Accumulated Depreciation	-6,140.49
1390 Furniture	16,743.86
Total Fixed Assets	\$10,603.37
TOTAL ASSETS	\$85,015.43
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Credit Cards	
2002 Shelby Schneider Credit Card	-107.32
Total Credit Cards	\$ -107.32
Other Current Liabilities	
2051 401K Employee Contributions	0.00
401K Employee Contribution (Shelby)	1,505.30
Total 2051 401K Employee Contributions	1,505.30
2053 Deferred Revenue	5,000.00
2054 IDA Fees Payable	0.00
2056 PPP SBA Loan	0.00
Total Other Current Liabilities	\$6,505.30
Total Current Liabilities	\$6,397.98
Total Liabilities	\$6,397.98
Equity	
4015 Unrestricted Net Assets	57,244.03
Net Revenue	21,373.42
Total Equity	\$78,617.45
TOTAL LIABILITIES AND EQUITY	\$85,015.43

Saratoga County Prosperity Partnership

Statement of Financial Position

As of August 31, 2021

	TOTAL	
	AS OF AUG 31, 2021	AS OF AUG 31, 2020 (PY)
ASSETS		
Current Assets		
Bank Accounts		
Adirondack Trust Company	36,274.32	183,833.68
PPP Checking	0.00	0.00
USDA RBDG	30,029.78	10.00
Total Bank Accounts	\$66,304.10	\$183,843.68
Accounts Receivable		
1300 Accounts Receivable	0.00	0.00
Total Accounts Receivable	\$0.00	\$0.00
Other Current Assets		
1310 Prepaid Expenses	0.00	3,170.99
1320 Uncategorized Asset	-525.00	6,522.74
1330 Undeposited Funds	0.00	0.00
1350 Prepaid Expenditures - Business Recruiting (deleted)	0.00	1,908.00
1360 Prepaid Insurance - Gen Liability	4,166.84	4,166.76
1370 Prepaid Insurance - Workers comp	4,466.12	1,389.69
Total Other Current Assets	\$8,107.96	\$17,158.18
Total Current Assets	\$74,412.06	\$201,001.86
Fixed Assets		
1385 Accumulated Depreciation	-6,140.49	-4,839.31
1390 Furniture	16,743.86	16,743.86
Total Fixed Assets	\$10,603.37	\$11,904.55
TOTAL ASSETS	\$85,015.43	\$212,906.41

Saratoga County Prosperity Partnership

Statement of Financial Position

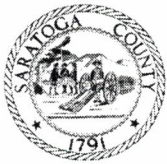
As of August 31, 2021

	TOTAL	
	AS OF AUG 31, 2021	AS OF AUG 31, 2020 (PY)
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2100 Accounts Payable	0.00	0.00
Total Accounts Payable	\$0.00	\$0.00
Credit Cards		
(7203) Michele Battle Credit Card (deleted)	0.00	830.58
2002A Credit Card Fees (deleted)	0.00	-10.00
Total (7203) Michele Battle Credit Card (deleted)	0.00	820.58
2002 Shelby Schneider Credit Card	-107.32	143.52
Total Credit Cards	\$ -107.32	\$964.10
Other Current Liabilities		
2051 401K Employee Contributions		
401K Employee Contribution (Shelby)	1,505.30	634.15
401K Employee Contribution- Jenny (deleted)	0.00	111.12
401K Employee Contribution- Michele (deleted)	0.00	117.66
Total 2051 401K Employee Contributions	1,505.30	862.93
2053 Deferred Revenue	5,000.00	5,000.00
2054 IDA Fees Payable	0.00	0.00
2056 PPP SBA Loan	0.00	
Total Other Current Liabilities	\$6,505.30	\$5,862.93
Total Current Liabilities	\$6,397.98	\$6,827.03
Total Liabilities	\$6,397.98	\$6,827.03
Equity		
4015 Unrestricted Net Assets		
Net Revenue	21,373.42	142,928.79
Total Equity	\$78,617.45	\$206,079.38
TOTAL LIABILITIES AND EQUITY	\$85,015.43	\$212,906.41

Saratoga County Prosperity Partnership
Statement of Activity Comparison and Budget Report
Year to Date: 1/1/21 - 8/31/2021

Revenue	2021 Budget	YTD 2021	Percent to Budget
Occupancy Tax	\$450,000.00	\$112,500.00	25%
General Fund	\$0.00	\$0.00	0%
Grants	\$100,000.00	\$30,019.78	30%
Event Income	\$5,000.00	\$0.00	0%
Event Sponsorship	\$10,000.00	\$0.00	0%
Event Webinars	\$500.00	\$0.00	0%
Fee For Services	\$20,000.00	\$10,120.00	51%
Global Markets Revenue	\$10,000.00	\$0.00	0%
StartUp NY	\$2,500.00	\$35,529.58	1421%
PPP Loan Forgiveness	\$0.00	\$55,503.92	0%
IDA	\$2,000.00	\$0.00	0%
Total Revenue	\$600,000.00	\$243,673.28	41%
Employee Expenses	2021 Budget	YTD 2021	Percent to Budget
Auto Allowance	\$0.00	\$0.00	0%
Health & Dental Insurance	\$25,000.00	\$817.50	3%
Mileage Reimbursement	\$5,000.00	\$1,055.90	21%
Payroll & 401k Fees	\$3,863.00	\$2,593.07	67%
Payroll Taxes	\$22,000.00	\$8,010.99	36%
Salaries & Wages	\$226,000.00	\$94,846.23	42%
*401k Company Match	\$13,500.00	\$4,707.68	35%
Wireless & Data Fees	\$2,200.00	\$1,000.00	45%
Total Employee Expenses	\$297,563.00	\$113,031.37	38%
Operating Expenses	2021 Budget	YTD 2021	Percent to Budget
MARCOM	\$14,900.00	\$3,496.78	23%
Advertising	\$1,000.00	\$257.00	26%
Digital Subscriptions	\$500.00	\$410.00	82%
Sponsorships	\$500.00	\$0.00	0%
Professional Development & Training	\$1,500.00	\$525.00	35%
Conferences & Meetings	\$1,500.00	\$0.00	0%
Dues & Memberships	\$8,005.00	\$2,515.00	31%
**General Office Expenses	\$14,460.00	\$8,752.94	61%
Bank Service Charges	\$50.00	\$12.00	24%
Business Insurance	\$10,500.00	\$3,210.19	31%
Cleaning	\$1,560.00	\$0.00	0%
Computer Maintenance	\$5,520.00	\$3,620.00	66%
Legal & Accounting	\$35,750.00	\$17,863.50	50%
Networking Meetings	\$1,000.00	\$396.90	40%
Office Equipment	\$500.00	\$464.29	93%
Postage	\$150.00	\$78.22	52%
Rent	\$39,300.00	\$11,522.58	29%

Utilities	\$2,580.00	\$1,571.98	61%
Total Operating Expenses	\$139,275.00	\$54,696.38	39%
Programming/ MOU Expenses	2021 Budget	YTD 2021	Percent to Budget
Community Economic Development Plans/NWC	\$60,000.00	\$15,849.11	26%
Grant Assistance Program	\$15,000.00	\$36,250.00	242%
Business Retention & Expansion (BRE)	\$15,000.00	\$963.00	6%
Semiconductor & Technology Cluster	\$10,000.00	\$0.00	0%
Global Markets	\$20,000.00	\$0.00	0%
Database and Information Clearing House	\$3,000.00	\$1,510.00	50%
Total Programming/MOU Expenses	\$123,000.00	\$54,572.11	44%
TOTAL EXPENDITURES	\$559,838.00	\$222,299.86	40%
TOTAL NET REVENUE	\$40,162.00	\$21,373.42	53%



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

TO: Steve Bulger, County Administrator
Ridge Harris, Deputy County Administrator
Michael Hartnett, County Attorney
Therese Connolly, Clerk of the Board

CC: Jason Kemper, Planning Director
Bridget Rider, Deputy Clerk of the Board
Matt Rose, Management Analyst
Clare Giammusso, County Attorney's Office

FROM: Saratoga County Prosperity Partnership

DATE: 8/26/21

RE: Approving payment to the Town of Wilton for the Municipal Planning Grant Program

COMMITTEE: Economic Development

1. Is a Resolution Required: YES or NO
(If YES, please complete #2- #10) (If NO, skip to #10 and provide reason for bringing the item)
2. Is a Budget Amendment needed: YES or NO
(If yes, budget lines and impact must be provided)
Funds are included in the 2021 budget.
3. Are there Amendments to the Compensation Schedule: YES or NO
(If yes, provide details)
4. Specific details on what the resolution will authorize:
The Economic Development Committee has the ability to approve payments to municipalities for the Municipal Planning Grant Program offered by the County. The total amount of the payment to the Town of Wilton is for \$7,100.
5. Does this item require hiring a Vendors/Contractors: YES or NO
 - a. Were bids/proposals solicited:
 - b. Is the vendor/contractor a sole source:
 - c. Commencement date of contract term:
 - d. Termination of contract date:
 - e. Contract renewal and term:
 - f. Contact information:
 - g. Is the vendor/contractor an LLS, PLLC or partnership:
 - h. State of vendor/contractor organization:
 - i. Is this a renewal agreement: YES or NO
 - j. Vendor/Contractor comment/remarks:



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

6. Is this an annual housekeeping resolution: YES or NO
(If yes, attach the last approved resolution)
- a. What were the terms of the prior resolution
 - b. Are the terms changing:
 - c. What is the reason for the change in terms:
7. Is a new position being created: YES or NO
- a. Effective date
 - b. Salary and grade
8. Is a new employee being hired: YES or NO
- a. Effective date of employment
 - b. Salary and grade
 - c. Appointed position:
 - d. Term:
9. Is a grant being accepted: YES or NO
- a. Source of grant funding:
 - b. Amount of grant:
 - c. Purpose grant will be used for:
 - d. Equipment and/or services being purchased with the grant:
 - e. Time period grant covers:
10. Remarks/Reasoning (Supporting documentation must be attached to this form):

Funds will be used to repair the bell tower at Wilton Heritage Museum. The Town of Wilton is rich in history and this aspect puts Wilton in an optimal position to bring economic advantages to businesses that operate in and near Wilton. Currently, the Wilton Heritage Museum is closed to visitors due to its state of disrepair. When repairs are complete, the Museum will be able to reopen to the public, and the Museum can ensure that the collections and exhibits housed in the Museum are well-preserved. Visits to the museum are anticipated to increase as nearby Grant Cottage is being considered for designation as an historical landmark. The Museum is a few miles from several Wilton restaurants and visitors to the Museum will be directed to those restaurants. Specific project deliverables are the leak repair, elimination of mildew and mold, repair of crumbling plaster and pest removal and control. The overall deliverable is a Museum that people can enter safely, and where collections and irreplaceable artifacts can be housed without being damaged by the conditions caused by the leaky bell tower. Increased usage of the Museum space for community events, and increased visitation for viewing historical collections are easily measured, as an attendance log is already maintained. The increase in visits to the Museum can easily be linked to increased spending at nearby eating and recreational establishments



**Saratoga County Economic Development Committee
Economic Development Fund Drawdown Request Form**

Date 9/1/21

Applicant Information

Town/City Town of Wilton

Grant Information

Project Name: Repairs to Wilton Heritage Museum

Date of project completion _____

Amount of grant drawdown (\$7,100K or less) \$7,100

Attached documentation

Receipts and cancelled checks

Saratoga County Voucher

Project outcome narrative

Funds will be used to repair the bell tower at Wilton Heritage Museum. The Town of Wilton is rich in history and this aspect puts Wilton in an optimal position to bring economic advantages to businesses that operate in and near Wilton. Currently, the Wilton Heritage Museum is closed to visitors due to its state of disrepair. When repairs are complete, the Museum will be able to reopen to the public, and the Museum can ensure that the collections and exhibits housed in the Museum are well-preserved. Visits to the museum are anticipated to increase as nearby Grant Cottage is being considered for designation as an historical landmark. The Museum is a few miles from several Wilton restaurants and visitors to the Museum will be directed to those restaurants. Specific project deliverables are the leak repair, elimination of mildew and mold, repair of crumbling plaster and pest removal and control. The overall deliverable is a Museum that people can enter safely, and where collections and irreplaceable artifacts can be housed without being damaged by the conditions caused by the leaky bell tower. Increased usage of the Museum space for community events, and increased visitation for viewing historical collections are easily measured, as an attendance log is already maintained. The increase in visits to the Museum can easily be linked to increased spending at nearby eating and recreational establishments

Signature of Town/City Supervisor

A handwritten signature in black ink, appearing to be "Aimee Johnson", written over a horizontal line.

Please submit drawdown request form with Saratoga County Voucher, receipts and cancelled checks to: Aimee Johnson at Aimee.Johnson@saratogapartnership.org | 518.871.1887 or mail to:

Saratoga County Prosperity Partnership
28 Clinton Street, 2nd Floor
Saratoga Springs, NY 12866

DQ ELECTRIC

Dustin N. Quirion

ELECTRICAL CONTRACTOR

1 Spa Circle, Saratoga Springs, NY 12866

mobile: 1(518)796-2526

email: dqelectric@outlook.com

Bill To:

Wilton Heritage Museum

Project Address:

5 Parkhurst Drive

Gansevoort, NY 12831

CONTRACT

Document No.: 000388-1

June 24, 2021

DESCRIPTION OF SERVICES:

- Repair vents on the bell tower. Attach vents to missing slots on the louvered bell tower. Fasten and repair existing vents. (\$75.00 per man per hour. Price TBD. Estimated Time is 8 hours with 2 men)
- Remove existing bell tower roof. Install and furnish proper drip edging for edge of the roof. Install ice and water shield over entire roof. Flash all valley to match original design with 18-gauge aluminum sub flashing. Install and furnish asphalt agricultural shingles. If the plywood under the existing roof is damaged, then a change order will be approved before replacing any wood component under the shingles. All materials priced in color of Aspen green. (Materials: \$748.31, Labor: \$1,975.00, Total: \$2,723.31)
- Repair spackle from water damage. Paint to be done by another contractor. (\$1,250.00)
- Paint existing roof of the museum. (Materials: \$901.84, Labor: \$1,100.00, Total: \$2,001.84)

NOTES: (Some notes may not apply to all customers)

- Prices and quantities are determined by preexisting layouts. Some quantities did not meet code requirements. Quantities in this proposal are based on NECA code and local regulations.
- Customer/Builder is to supply all light fixtures, and light bulbs. D Q Electric will supply the kitchen recess light fixtures.
- Warranty for one year. Inspection is voided with any electrical changes performed after the date of inspection. Warranty is voided if any other person(s) is in contact with any electrical component installed or supplied by D Q Electric.
- All pricing is subject to change with any additional items and or omitted items.
- Pricing can change on products at any time due to tariffs.
- Recommended items are not in final pricing.
- Partial payments can be requested if project requires electricians to stop progress of work.
- All Electrical work is performed according to NECA code and local regulations.
- Any data, communication, video or audio feeders or scope of work are not in this proposal. Any work involved with such feeders will be completed by another contractor.
- Pricing on Inspectors may change due to percentages of project change with change orders.
- This document is priced based on the building making and/or exceeding NECA code regulations. If this building does not meet NECA code, the pricing may change due to unforeseen issues.

TERMS OF PAYMENT

-DUE AS DESCRIBED BELOW-

According to the scope of work given above:

Total Price: \$7,175.15 plus TBD item(s)

Estimated Final Price: \$7,100.00

Installment No. 1: Deposit due upon the signing of the contract: \$2,300.00

The deposit will cover all material costs and half of the cost of bullet #3.

Installment No. 2: Due upon the completion of the project: \$4,875.15 plus TBD items

DQ ELECTRIC

CHANGE ORDER No. 1

Document No.: 000388-2

July 27, 2021

DESCRIPTION OF SERVICES:

Additional Scope of Work for the Bell Tower:

- Upon removal of the preexisting bell tower roof, the plywood underneath the shingles were visibly deteriorated. The deterioration can cause leaks and larger cracks, and holes to form which will allow precipitation to fall through.
 - Install and furnish 0.5-inch plywood over top of the preexisting wood. (Materials: \$613.94, Labor: \$750.00, Total: \$1,363.94)

Additional Scope of Work for Bell Tower Painting:

- Pressure wash and scrap any existing paint chips off the bell tower.
- Prime the entire bell tower.
- To maintain the original bell tower appearance; paint the louvered portions of the bell tower green. The paint will closely match the preexisting color. The remainder of the bell tower will be painted white. (Materials: \$122.50, Labor: \$975.00, Total: \$1,097.50)
- Due to the deteriorated wood on multiple portions of the bell tower, spray foam and paintable exterior calk will be applied to fill many of the cracks, gaps and holes to reduce water and rodents from penetrating into the building.
- Lift rental.
 - D Q Electric has absorbed the current cost of the lift rental fees in the amount of \$619.00 plus tax and miscellaneous fuel charges. Since the original proposal was submitted to the customer on December 2, 2020, lift rental fees have inflated along with their accompanying fuel charges.
 - Due to the tasks described above, the lift will be required for additional time. The additional time with the lift rental is to be charged to the customer. (\$700.00)

NOTES: (Some notes may not apply to all customers)

- Prices and quantities are determined by preexisting layouts. Some quantities did not meet code requirements. Quantities in this proposal are based on NECA code and local regulations.
- Customer/Builder is to supply all light fixtures, and light bulbs. D Q Electric will supply the kitchen recess light fixtures.
- Warranty for one year. Inspection is voided with any electrical changes performed after the date of inspection. Warranty is voided if any other person(s) is in contact with any electrical component installed or supplied by D Q Electric.
- All pricing is subject to change with any additional items and or omitted items.
- Pricing can change on products at any time due to tariffs.
- Recommended items are not in final pricing.
- Partial payments can be requested if project requires electricians to stop progress of work.
- All Electrical work is performed according to NECA code and local regulations.
- Any data, communication, video or audio feeders or scope of work are not in this proposal. Any work involved with such feeders will be completed by another contractor.
- Pricing on Inspectors may change due to percentages of project change with change orders.
- **This document is priced based on the building making and/or exceeding NECA code regulations. If this building does not meet NECA code, the pricing may change due to unforeseen issues.**

TERMS OF PAYMENT

-DUE AS DESCRIBED BELOW-

According to the scope of work given above:

Total Price: \$3,161.44

DQ ELECTRIC

Bill To:

Wilton Heritage Museum

Project Address:

5 Parkhurst Drive
Gansevoort, NY 12831

INVOICE SUMMARY

DQ Electric Document No.: 000388

Billable Scope of Work:**CONTRACT**

- Total Price: \$7,175.15

CHANGE ORDER No. 1

- Total Price: \$3,161.44

Dates of Work Performed:

- Monday, June 28, 2021: 2 laborers
- Monday, July 19, 2021: 2 laborers
- Tuesday, July 20, 2021: 2 laborers
- Wednesday, July 21, 2021: 2 laborers
- Thursday, July 22, 2021: 2 laborers
- Friday, July 23, 2021: 2 laborers
- Thursday, July 29, 2021: 2 laborers

Payments:


- Deposit: \$2,300.00 on 06-26-2021 via Check No. 2210
- 1st Installment: \$5,000.00 on 07-26-2021 via Check No. 2213
- 2nd Installment: \$3,036.59 on 07-28-2021 via Check No. 2214


GRAND TOTAL OF ALL SCOPE OF WORK: \$10,336.59

TOTAL AMOUNT PAID: \$10,336.59

BALANCE: \$0.00

By signing below, you indicate your understanding and acceptance of the contract and change order. You also agree the information detailed within the invoice summary above is correct.

DQ Electric's signature:  Date: 8/19/21
Dustin Quilton

Client's signature:  Date: 8/25/2021
Client's Name



ADIRONDACK TRUST COMPANY

473 Broadway, Saratoga Springs, NY 12866

Account Number:
 Capture Date: June 28, 2021
 Item Number: 7720000512798
 Posted Date: June 28, 2021
 Posted Item Number: 179006808
 Serial Number: 2210
 Amount: 2,300.00

WILTON HERITAGE SOCIETY
 PO BOX 2417
 WILTON NY 12831-5417



50-288/213 2210

WILTON HERITAGE SOCIETY

DATE 6-26-2021

PAY TO DQ ELECTRIC \$ 2300.00
 THE ORDER OF

Twenty-Three Hundred and no/100 DOLLARS

ADIRONDACK TRUST COMPANY
 SARATOGA SPRINGS, NY 12866-0328

Deposit: Bell Tower Repairs

Jessamine Gaudin
Rosanna Hark

Heat Reactive Ink

LOOK FOR FRAUD-DETECTING FEATURES INCLUDING THE SECURITY SQUARE AND HEAT-REACTIVE INK. DETAILS ON BACK

<p>Security Features</p> <p>Heat Reactive Ink</p> <p>Chemically Sensitive Paper</p> <p>Microprint Line</p> <p>Original Document Back Pattern</p> <p>FEDERAL RESERVE BOARD OF GOVERNORS</p>	<p>Results of document identifier:</p> <p>Security Features: Security Features</p> <p>Heat Reactive Ink: Heat Reactive Ink</p> <p>Chemically Sensitive Paper: Chemically Sensitive Paper</p> <p>Microprint Line: Microprint Line</p> <p>Original Document Back Pattern: Original Document Back Pattern</p> <p>FEDERAL RESERVE BOARD OF GOVERNORS: FEDERAL RESERVE BOARD OF GOVERNORS</p>
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ENVELOPE HERE

Rosanna Hark

CHECK HERE AFTER MOBILE OR REMOTE DEPOSIT

DATE _____

DO NOT WRITE, STAMP OR SIGN BELOW THIS LINE
 RESERVED FOR FINANCIAL INSTITUTION USE *



ADIRONDACK
TRUST COMPANY

473 Broadway, Saratoga Springs, NY 12866

Account Number:
Capture Date: July 28, 2021
Item Number: 7720000532265
Posted Date: July 28, 2021
Posted Item Number: 209008033
Serial Number: 2214
Amount: 3,036.59

WILTON HERITAGE SOCIETY
PO BOX 2417
WILTON NY 12831-5417

COPY

50-288/213 2214

WILTON HERITAGE SOCIETY

DATE 7/28/2021

PAY TO THE ORDER OF DR Electric \$ 3036.59

Three thousand thirty-six and 59/100 DOLLARS

Jessamine Houghton

ADIRONDACK
TRUST COMPANY
SARATOGA SPRINGS, NY 12866-0326

MEMO FINAL PNT Bell tower

LOOK FOR FRAUD-DETECTING FEATURES INCLUDING THE SECURITY SQUARE AND HEAT-REACTIVE INK. DETAILS ON BACK.

<p>Security Features</p> <p>Security Features</p> <p>Microprint</p> <p>Watermark</p> <p>Chemically sensitive paper</p> <p>Microprint</p> <p>Chemically sensitive paper</p> <p>Microprint</p> <p>Watermark</p> <p>Chemically sensitive paper</p> <p>Microprint</p>	<p>Refer to the security features listed below as well as those listed in the accompanying document.</p> <p>Refer to the security features listed below as well as those listed in the accompanying document.</p> <p>Refer to the security features listed below as well as those listed in the accompanying document.</p> <p>Refer to the security features listed below as well as those listed in the accompanying document.</p> <p>Refer to the security features listed below as well as those listed in the accompanying document.</p>
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FORSE HERE

Jessamine Houghton

CHECK HERE FOR
NAME OF FINANCIAL INSTITUTION
DO NOT WRITE, STAMPS, OR SIGN BELOW THIS LINE

BILL OR REMOTE DEPOSIT ONLY
INSTITUTION NAME AND ADDRESS
OR SIGN BELOW THIS LINE



ADIRONDACK TRUST COMPANY

473 Broadway, Saratoga Springs, NY 12866

Account Number:
 Capture Date: July 27, 2021
 Item Number: 7740000360896
 Posted Date: July 27, 2021
 Posted Item Number: 208009210
 Serial Number: 2213
 Amount: 5,000.00

WILTON HERITAGE SOCIETY
 PO BOX 2417
 WILTON NY 12831-5417



50-288/213 2213

WILTON HERITAGE SOCIETY

DATE 7/26/2021

PAY TO DQ Electric \$ 5,000.00

THE ORDER OF Five THOUSAND AND 00/100 DOLLARS

ADIRONDACK TRUST COMPANY
 SARATOGA SPRINGS, NY 12866-0226

MEMO REPAIR Bell Tower
PAINT ROOF - 2ND INSTANT

Josephine G. Oster

LOOK FOR FRAUD-DETERRING FEATURES INCLUDING THE SECURITY SQUARE AND HEAT-REACTIVE INK DETAILS ON BACK.

Security Features:

- Heat Reactive Ink
- Personalized watermark
- Chemically Sensitive Paper
- Microprint Line
- Color-Shift Ink - Dyes
- Original Document Back-Paper

Security Features:

- Security Square
- Heat Reactive Ink
- Personalized watermark
- Chemically Sensitive Paper
- Microprint Line
- Color-Shift Ink - Dyes
- Original Document Back-Paper

Security Features:

- Security Square
- Heat Reactive Ink
- Personalized watermark
- Chemically Sensitive Paper
- Microprint Line
- Color-Shift Ink - Dyes
- Original Document Back-Paper

ENDORSE HERE

Josephine G. Oster

CHECK HERE FOR NAME OF FINANCIAL INSTITUTION, DATE, AND SIGN BELOW THIS LINE OR SIGN BELOW THIS LINE FOR REMOTE DEPOSIT ONLY.

COUNTY OF SARATOGA
COUNTY MUNICIPAL CENTER
BALLSTON SPA NY 12020

VOUCHER

DEPT. Administration

Claimant's Name and Address	Town of Wilton 22 Traver Rd. Gansevoort, NY 12831
-----------------------------	---

PURCHASE ORDER NO:		VOUCHER NO.
DO NOT WRITE IN THIS BOX		
DATE VOUCHER RECEIVED		
FUND APPROPRIATION	AMOUNT	PO Number
A. 14.114-8763	\$7,100	
OPEN \$		
CK	JE	
	TOTAL	
Abstract No.		
Vendor's Ref. No.		DP

DATE	QUANTITY	DESCRIPTION OF MATERIALS OR SERVICES	UNIT PRICE	AMOUNT
8/26/21		Saratoga County Municipal Planning Grant Program Town of Wilton Project: Repairs to Wilton Heritage Museum		\$7,100
			TOTAL	7,100

CLAIMANT'S CERTIFICATION

Maria Moran, certify that the above account in the amount of \$ 7,100 is true
Claimant must print name above

and correct, that the items, services and disbursements charged were rendered to or for the municipality on the dates stated, that no part has been paid or satisfied, that taxes, from which the municipality is exempt, are not included, and that amount claimed is actually due.

8/26/2021 Maria E Moran Comptroller, Town of Wilton
Date SIGNATURE TITLE

DEPARTMENT APPROVAL

The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.

DATE AUTHORIZED COUNTY OFFICIAL

APPROVAL FOR PAYMENT

This claim is approved and ordered paid from the appropriations indicated above.

Saratoga County Economic Development Committee

2020 Economic Development Grant Program

Submitted and Approved by ED Committee 6.10.2020, 8.12.2020, and 9.9.2020

Prepared by: Saratoga County Prosperity Partnership

GRANT INFORMATION							
Community	Project Name	Purpose of Grant	Estimated Project Start Date	Estimated Project Completion	Amount Requested	Application Submitted	Drawn Down
Ballston	Targeted Comprehensive Plan and Zoning Update	Professional planning services for public engagement, comprehensive plan analysis and update and zoning update. An updated comprehensive plan and zoning laws, followed by GEIS, will enable the Town to make informed and sound decisions regarding land-use plans and direct commercial and residential development to areas that can sustain traffic impacts, public utility needs, while maintaining co-existence with agricultural operations and open space.	1-Apr-20	1-Apr-21	\$7,100	12-Mar-20	5.11.2021
Clifton Park	Western Clifton Park Land Conservation Plan + Generic Environmental Impact Statement Update	Evaluate build-out scenario status for the Western Clifton Park GEIS Area, Update mitigation cost schedule, Update the Use of Open Space Funds, Update Land Conservations Plan Mapping within Western Clifton Park GEIS Area	1-Mar-20	1-Oct-20	\$7,100	2-Mar-20	5.28.21
Galway	Proposed Galway Senior Housing	There is a very active Senior Community in Galway and they have expressed a desire to find affordable Senior Housing with the Town. However there is a lack of utilities which is an obstacle to finding the best possible site. This grant will allow the Town to engage an engineer to help determine the most appropriate site.	1-Jul-20	Unknown	\$7,100	1-Jun-20	
Greenfield	Greenfield Business Boost	We would like to spend the entire proceeds of our grant with Saratoga Today Newspaper. They will run (2) two page center spreads in Saratoga TODAY and a ten week skybox ad as well. They will also provide us with a graphic designer who will design the ad with Dan and I. Spending the money this way will enable us to provide twice as much exposure for our businesses in the Town of Greenfield.	1-May-20	1-Dec-20	\$7,100	25-Mar-20	12.2.20
Malta	Strategic Infrastructure Plan + Cost Feasibility Study Services for Water and Sewer Infrastructure	The Town of Malta is proposing to undertake the preparation of a water and sewer strategic infrastructure plan and cost feasibility study for the Town's commercial corridors to enhance economic development. Matching contribution towards \$37,500 grant from NYS Empire Devlp.: Total project budget \$75,000 for consulting services	1-Apr-20	1-Mar-21	\$7,100	20-Feb-20	5.18.21
Mechanicville	South Main St. bathrooms and Central Ave. corridor	The bathrooms on South Main St or on the Empire State Trail. The Banner and flags will dress the Main corridor of the City. Over the past 14 years, the City has been working on infrastructure upgrades. This application will help to increase the "above ground" appearance and success of the City's Main Business district. The goal is to fill open vacancies which will create more jobs and investment in the City.	15-Apr-20	15-May-20	\$7,100	12-Mar-20	1.15.21
Providence	Landfill/Transfer Station Upgrade	Creating community economic development plans to update current landfill/transfer station system. Project deliverables: To Provide economic growth to current landfill/transfer station system and provide services to taxpayers at a lower cost to the taxpayers.	1-Jan-21	31-Dec-21	\$7,100	3-Mar-20	
Saratoga	Update Town Comprehensive Plan	Plan to update the 2002 Town Comprehensive Plan to reflect the changes that have occurred in the Town and County and promote and encourage the development and growth of the types that the Town wants in the areas that they want them in. Total Project cost estimated at \$20K.	1-Jun-20	31-May-21	\$7,100	20-Mar-20	
Saratoga Springs	CDBG Economic Development Loan matching Funds	The funds will be used to support CDBG funded economic development loans under Saratoga Springs' current Economic Development Loan Program. The City of Saratoga Springs established the "Economic Development Revolving Loan Program" to stimulate job creation for residents of low-and moderate-income. The Loan Program helps to subsidize these job opportunities by offering low interest loans and/or loan guarantees to businesses physically located within the City of Saratoga Springs. The Loan Program originally funded by a HUD grant is administered locally by the City's Office of Community Development and all applicants must agree to federal program requirements. The City's intent is to make loans to eligible businesses to promote job creation for LMI residents. New loans are issued as funds become available from repayment of prior loans. For every \$25,000 loaned through this program, one full time position must be created for a LMI job seeker, filled and retained for a period of at least 3 years.	30-Jun-20	31-Dec-20	\$7,100	3-Apr-20	1.10.21
Hadley 1.0	Economic Development Plan for Saratoga County inside the Blue Line	To develop strategies for marketing and branding Saratoga County inside the Adirondack Park Blue Line (Towns of Hadley, Day, Edinburgh, Corinth, and Providence). A plan to promote and market the region. Results will be measured by the number of new faces in the region.	1-Aug-20	13-Jul-05	\$3,000	9-Jul-20	3.11.21
Hadley 2.0	Historic Walking and Windshield Tour	To develop maps + marketing for tours. Hadley depends on tourism and this project will bring people to Hadley. Deliverables will be maps and marketing to promote Hadley's history. Results will be measured by increases in patronage to Hadley businesses.	1-Aug-20		\$1,750	9-Jul-20	3.11.21
Halfmoon	Traffic Improvement Study	The funds will be used to assist in defraying the costs associated with a Traffic Study/Traffic Improvement Plan for the intersections of NYS Route 9 with Guideboard Road and NYS Route 236 together with the intersection of NYS Route 236 and Guideboard Road. The goal is to improve the traffic flow in that area to improve access to the businesses located in that corridor. The results will be measured by the decreased delay in time spent traversing these intersections which will, in turn, increase the public's interest in utilizing the businesses in this area without fear of traffic congestion.	2-Jan-20	30-Jul-20	\$7,100	22-Jun-20	10.9.20
Milton	Route 50 Transition Plan	Funds will be used to cover a portion of the cost that will study the impact of a proposed development involving mixed use. The study will look at pedestrian, bicycle and motorized traffic as well as infrastructure currently in place and what might be needed going forward. Project deliverables include 1) Data on what the impact will be on the current infrastructure 2) What, if any, future cost to upgrade the infrastructure to support this development 3) What possible safety issues may come about due to anticipated increases in both pedestrian and motorized traffic. Results will be tracked in two ways: 1) Tracking new business filings in that area and the resulting creation of new jobs and 2) Job creation in surrounding businesses.	ASAP	Sixty (60) days after start	\$7,100	25-Jun-20	

Saratoga County Economic Development Committee
2020 Economic Development Grant Program
 Submitted and Approved by ED Committee 6.10.2020, 8.12.2000, and 9.9.2020
 Prepared by: Saratoga County Prosperity Partnership

GRANT INFORMATION							
Community	Project Name	Purpose of Grant	Estimated Project Start Date	Estimated Project Completion	Amount Requested	Application Submitted	Drawn Down
Moreau	Town Water Capacity	The Town of Moreau is seeking to increase its water capacity to benefit its commercial district. In 2019, Moreau's combined 30-day average water withdrawal from its two water sources was almost 1.1 M gallons per day (GPD). With current supply commitments totaling 1.35 M GPD, it is unlikely that existing capacity will be able to meet the demands of current and future development within the Town of Moreau. This project's completion will provide more available water usage/capacity for Moreau businesses and residents. Results can be measured by comparing increasing water usage within the Town of Moreau against both the old capacity limit and the new capacity limit upon project completion.	15-Jul-20	30-Aug-20	\$7,100	19-Jun-20	5.12.21
Stillwater	Business Development for Luther Forest Technology Campus Planned Development District	The Town will contract, with the Saratoga County Prosperity Partnership, to develop a marketing strategy to boost economic development throughout the Town and target specific areas such as Luther Forest Technology Campus (LFTC) PDD. This strategy will include contributing to the Saratoga County Prosperity Partnership initiatives to further the development of LFTC business opportunities. Project deliverables include a solid workable strategy to entice business development through the use of multi-media or other suggested ideas. Stillwater struggles with business development as a whole, and certainly, any attraction to the LFTC site would be a big boom to the community. This initiative will help Stillwater continue their strides to attract business by following a solid business strategy for development. Results will be initiated projects to the Planning Department, property sales, business contacts, increased tax revenues, and added jobs.	1-Sep-20	1-Dec-20	\$7,100	31-Jul-20	
Wilton	Repair of leak in bell tower of the Wilton Heritage Museum. (the Museum is a separate organization from the Town of Wilton)	Funds will be used to repair the bell tower at Wilton Heritage Museum. The Town of Wilton is rich in history and this aspect puts Wilton in an optimal position to bring economic advantages to businesses that operate in and near Wilton. Currently, the Wilton Heritage Museum is closed to visitors due to its state of disrepair. When repairs are complete, the Museum will be able to reopen to the public, and the Museum can ensure that the collections and exhibits housed in the Museum are well-preserved. Visits to the museum are anticipated to increase as nearby Grant Cottage is being considered for designation as an historical landmark. The Museum is a few miles from several Wilton restaurants and visitors to the Museum will be directed to those restaurants. Specific project deliverables are the leak repair, elimination of mildew and mold, repair of crumbling plaster and pest removal and control. The overall deliverable is a Museum that people can enter safely, and where collections and irreplaceable artifacts can be housed without being damaged by the conditions caused by the leaky bell tower. Increased usage of the Museum space for community events, and increased visitation for viewing historical collections are easily measured, as an attendance log is already maintained. The increase in visits to the Museum can easily be linked to increased spending at nearby eating and recreational establishments.	2021	2021	\$7,100	23-Jul-20	9.1.21
Charlton	Plan to Extend Broadband	Funds will be used to plan out how to extend broadband service in community. This Project will help home-based businesses who rely on broadband in order to function. Broadband access to community members is important, especially in the age of COVID-19. Both adults and children need broadband to complete school tasks, work remotely, access telehealth networks, and other basic necessities. Access to broadband is one of New York State's Regional Economic Development Council's economic development priorities. The Project's results will be measured by having a plan showing how broadband can be expanded in Town and by an increase in home-based businesses.	TBD	TBD	\$7,100	9/8/2020	
Corinth	4 Town Economic Development Plan for Saratoga County Inside Blue Line	Funds will be used to develop strategies for marketing and branding Saratoga County that is located inside Adirondack Park. The Project will promote and market area and will be measured by the number of new people and businesses in the region.	Sep-20	2021	\$7,100	9/4/2020	
Day	4 Town Economic Development Plan for Saratoga County Inside Blue Line	Funds will be used to develop a plan for Saratoga County in the the Adirondacks. The Project will develop strategies for marketing and branding Saratoga County inside the Adirondack Park. The Project's results will be measured by the number of new faces in the region.	Sep-20	2021	\$3,000	9/2/2020	3.5.21
Edinburgh	4 Town Economic Development Plan (Northern Towns and much of it within Adirondack Park)	Funds will be used to gather data to develop plan for region. The Project will help identify economic objectives and strategies to achieve those objectives. It will also identify obstacles that APA rule and regulations hamper economic opportunities.	2020	2022	\$7,100	9/1/2020	2.18.21
Northumberland	Plan to Extend Broadband	Funds will be used to plan out how to extend broadband service in community. This Project will help home-based businesses who rely on broadband in order to function. Broadband access to community members is important, especially in the age of COVID-19. Both adults and children need broadband to complete school tasks, work remotely, access telehealth networks, and other basic necessities. Access to broadband is one of New York State's Regional Economic Development Council's economic development priorities. The Project's results will be measured by having a plan showing how broadband can be expanded in Town and by an increase in home-based businesses.	TBD	TBD	\$7,100	9/8/2020	
Waterford	Event Promotion	Funds will be used to subsidize additional promotion and advertising of community events. Waterford features 3 major events at the Harbor Visitors Center each year. These events draw thousands of people to the community, resulting in a significant financial impact for local businesses. Due to COVID-19, Waterford was forced to cancel all events in 2020. The Town is planning to significantly increase their advertising and promotional budgets to help the community successfully relaunch these events in 2021.	5/1/2021	10/1/2021	\$7,100.00	9/4/2020	
					\$142,650		



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

TO: Steve Bulger, County Administrator
Ridge Harris, Deputy County Administrator
Michael Hartnett, County Attorney
Therese Connolly, Clerk of the Board

CC: Jason Kemper, Planning Director
Bridget Rider, Deputy Clerk of the Board
Matt Rose, Management Analyst
Clare Giammusso, County Attorney's Office
Audra Hedden, County Administrator's Office
Stephanie Hodgson, Director of Finance

FROM: Saratoga County Prosperity Partnership

DATE: 9/29/21

RE: Approving payment to the Town of Galway for the Municipal Planning Grant Program

COMMITTEE: Economic Development

1. Is a Resolution Required: YES or NO
(If YES, please complete #2- #10) (If NO, skip to #10 and provide reason for bringing the item)
2. Is a Budget Amendment needed: YES or NO
(If yes, budget lines and impact must be provided)
Funds included in the 2021 budget
3. Are there Amendments to the Compensation Schedule: YES or NO
(If yes, provide details)
4. Specific details on what the resolution will authorize:
The Economic Development Committee has the ability to approve payments to municipalities for the Municipal Planning Grant Program offered by the county. The total amount of the payment to the Town of Galway is for \$7,100.
5. Does this item require hiring a Vendors/Contractors: YES or NO
 - a. Were bids/proposals solicited:
 - b. Is the vendor/contractor a sole source:
 - c. Commencement date of contract term:
 - d. Termination of contract date:
 - e. Contract renewal and term:
 - f. Contact information:
 - g. Is the vendor/contractor an LLS, PLLC or partnership:
 - h. State of vendor/contractor organization:
 - i. Is this a renewal agreement: YES or NO
 - j. Vendor/Contractor comment/remarks:



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

6. Is this an annual housekeeping resolution: YES or NO
(If yes, attach the last approved resolution)
- What were the terms of the prior resolution
 - Are the terms changing:
 - What is the reason for the change in terms:
7. Is a new position being created: YES or NO
- Effective date
 - Salary and grade
8. Is a new employee being hired: YES or NO
- Effective date of employment
 - Salary and grade
 - Appointed position:
 - Term:
9. Is a grant being accepted: YES or NO
- Source of grant funding:
 - Amount of grant:
 - Purpose grant will be used for:
 - Equipment and/or services being purchased with the grant:
 - Time period grant covers:

10. Remarks/Reasoning (Supporting documentation must be attached to this form):

The Town of Galway consulted with the MRB Group for a market feasibility study regarding a new senior housing project. MRB Group provided data analysis and interviews, produced comparable developments in the larger region, and delivered a final report in which all their findings were summarized. With everything now complete, the Town is seeking a \$7,100 (max) reimbursement on the project through the County's Municipal Planning Grant Program.

These reimbursements do not require resolutions and are approved by the standing committee. No previous resolutions are available for mark up.

All supporting documentation (vouchers, receipts, contracts) are attached for the committee's review



Saratoga County Economic Development Fund 2021

In the 2021 Saratoga County budget, \$150,000 was allocated (\$7,100 per town and city) to assist Saratoga County Communities with the funding of economic development projects.

Project grant applications will be reviewed and approved throughout the year by the Saratoga County Economic Development Committee.

Please submit project proposals to Shelby Schneider at Shelby.Schneider@saratogapartnership.org
Projects will be funded on a reimbursement basis.

In order to draw down the funds for your completed projects, please follow the following procedure.

1. Please submit a **Drawdown Request Form** to Shelby Schneider at the Saratoga County Prosperity Partnership via email or by mail. **(Please see Attached)**
2. Fill out and attach a **County Voucher (Please see Attached)**
3. Attach receipts and cancelled checks to the package

Once received, the Saratoga Partnership will send your completed package to the Saratoga County Administrator with a letter from the Saratoga Partnership verifying that the project is complete.

If you have any questions, please feel free to contact **Shelby Schneider** via email Shelby.schneider@saratogapartnership.org or call 518.871.1887.



Saratoga County Economic Development Committee
Economic Development Fund Application

Date 9/23/21

Applicant Information

Town/City Galway
Address 5910 Sacandaga Rd Galway NY 12074
Contact person (if other than Supervisor) _____

Grant Information

Project Name Galway Senior Housing Study
Amount of grant request (max request \$7,100K) \$ 7100.00
How will funds be used to Hire A Consultant to Assess the Market Feasibility to Such an endeavor
Estimated project start date 4/15/21 Estimated project completion 6/15/21

How does project align with the economic development objectives in your community?
To determine Senior Housing in Community

What are the project deliverables?
Feasibility Study

How will you measure results (ex: new jobs or investment) whether a Senior Housing Facility is warranted

Signature of Town/City Supervisor
[Handwritten Signature]



Saratoga County Economic Development Fund Update ***How to drawdown funds for completed projects***

In the 2021 Saratoga County budget, \$150,000 was allocated (\$7,100 per town and city) to assist Saratoga County Communities with the funding of economic development projects.

Project grant applications were approved throughout the year by the Saratoga County Economic Development Committee (See attached)

In order to draw down the funds for your completed projects, please follow the following procedure.

1. Please submit a Drawdown Request Form to Shelby Schneider at the Saratoga County Prosperity Partnership via email or by mail. (**Please see Attached**)
2. Fill out and attach a County Voucher (**Please see Attached**)
3. Attach receipts and cancelled checks to the package

Once received, the Saratoga Partnership will send your completed package to the Saratoga County Administrator with a letter from the Saratoga Partnership verifying that the project is complete.

If you have any questions, please feel free to contact Shelby Schneider via email Shelby.schneider@saratogapartnership.org or call 518.871.1887.



**Saratoga County Economic Development Committee
Economic Development Fund Drawdown Request Form**

Date 9/23/21

Applicant Information

Town/City Galway

Grant Information

Project Name Galway Senior Housing Study

Date of project completion 6/15/21

Amount of grant drawdown (\$7,100K or less) \$7100.00

Attached documentation

Receipts and cancelled checks

Saratoga County Voucher

Project outcome narrative

See attached detailed proposal

Signature of Town/City Supervisor

[Handwritten Signature]

Please submit drawdown request form with Saratoga County Voucher, receipts and cancelled checks to: Shelby Schneider at Shelby.schneider@saratogapartnership.org | 518.871.1887 or mail to:

Saratoga County Prosperity Partnership
28 Clinton Street, 2nd Floor
Saratoga Springs, NY 12866

COUNTY OF SARATOGA
 COUNTY MUNICIPAL CENTER
 BALLSTON SPA NY 12020

VOUCHER

DEPT. County Administrator

Claimant's Name and Address	TOWN OF GALWAY 5910 SACANDAGA ROAD GALWAY, NY 12074
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PURCHASE ORDER NO.

VOUCHER NO.

DO NOT WRITE IN THIS BOX

DATE VOUCHER RECEIVED		
FUND APPROPRIATION	AMOUNT	PO Number
	7100.00	
OPEN \$		
CK	JE	
	TOTAL	
Abstract No.		
Vendor's Ref. No.		DP

DATE	QUANTITY	DESCRIPTION OF MATERIALS OR SERVICES	UNIT PRICE	AMOUNT
3/31/2021		Proposal for Professional Services - Galway Senior Housing Study		7100.00
			TOTAL	7100.00

CLAIMANT'S CERTIFICATION

Michael Smith, certify that the above account in the amount of \$ 7100.00 is true
Claimant must print name above

and correct, that the items, services and disbursements charged were rendered to or for the municipality on the dates stated, that no part has been paid or satisfied, that taxes, from which the municipality is exempt, are not included, and that amount claimed is actually due.

9/23/21 Date [Signature] SIGNATURE Supervisor TITLE

DEPARTMENT APPROVAL

The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.

APPROVAL FOR PAYMENT

This claim is approved and ordered paid from the appropriations indicated above.

DATE

AUTHORIZED COUNTY OFFICIAL

VOUCHER
TOWN OF GALWAY
 5910 SACANDAGA ROAD
 GALWAY, NY 12074

(CLAIMANT - DO NOT WRITE IN THIS AREA) VOUCHER # **296**
 DATE VOUCHER RECEIVED _____

Fund - Appropriation	Amount
A1990.4	3,124.00
Total	3,124.00
ENTERED ON ABSTRACT NO. 007 07/13/2021	

DEPARTMENT _____

CLAIMANT'S NAME AND ADDRESS

MRB GROUP
THE CULVER ROAD ARMORY
145 CULVER ROAD SUITE 160
ROCHESTER NY 14620

DETAILED INVOICES MAY BE ATTACHED AND TOTAL ENTERED ON THIS VOUCHER. CERTIFICATION BELOW MUST BE SIGNED. TERMS _____ PURCHASE ORDER NO. _____

Account	Description	Invoice #	Amount
A1990.4	CONTINGENT 17% OF PROJECT COMPLETE SENIOR HOUSING	39234	1,207.00
A1990.4	CONTINGENT 44% OF PROJECT COMPLETE SENIOR HOUSING	39542	1,917.00
TOTAL			3,124.00

PAID
 JUN 14 2021
 Check # *30062*

CLAIMANT'S CERTIFICATION

I, _____, certify that the above account in the amount of \$ _____ is true and correct; that the items, services and disbursements charged were rendered to or for the municipality on the dates stated; that no part has been paid or satisfied; that taxes, from which the municipality is exempt, are not included; and that the amount claimed is actually due.

_____ _____ _____
 Date Signature Title
 (Space below for municipal use)

DEPARTMENT APPROVAL
 The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.

 Authorized Official Date

APPROVAL FOR PAYMENT
 This claim is approved and ordered paid from the appropriations indicated above.

 Auditing Board Auditing Board

Invoice

MRB Group
The Culver Road Armory
145 Culver Road, Suite 160
Rochester, New York 14620

A1990.4

Town of Galway
5910 Sacandaga Road
Galway, NY 12074

May 11, 2021
Invoice No: 000000039234

Client Manager Robert N'dolo
Project: 0707.21001.000 Galway Tn - Galway Senior Housing Study

We held a kickoff call with the Supervisor and have begun data collection.

Professional Services from April 11, 2021 to May 8, 2021

FEE

Total Fee	7,100.00		
Percent Complete	17.00	Total Earned	1,207.00
		Previous Fee Billing	0.00
		Current Fee Billing	1,207.00
		Total Fee	1,207.00
		Total This Section:	\$1,207.00
		Total Project Invoice Amount:	\$1,207.00

585-381-9250

Invoice

A1990.4

MRB Group
The Culver Road Armory
145 Culver Road, Suite 160
Rochester, New York 14620

Town of Galway
5910 Sacandaga Road
Galway, NY 12074

June 7, 2021
Invoice No: 000000039542

Client Manager Robert N'dolo
Project: 0707.21001.000 Galway Tn - Galway Senior Housing Study
Completed a first draft of the data portion of the market analysis.

Professional Services from May 9, 2021 to June 5, 2021

FEE

Total Fee	7,100.00		
Percent Complete	44.00	Total Earned	3,124.00
		Previous Fee Billing	1,207.00
		Current Fee Billing	1,917.00
		Total Fee	1,917.00
		Total This Section:	\$1,917.00
		Total Project Invoice Amount:	\$1,917.00

THIS DOCUMENT HAS A VOID SECURITY PANTOGRAPH AND MICROPRINT IN THE BORDER

TOWN OF GALWAY
GENERAL FUND
5910 Secordaga Road
Galway, NY 12074

BALLSTON SPA NATIONAL BANK
Galway, NY 12074

37062

50-487/213 04

07/14/2021

PAY: THREE THOUSAND ONE HUNDRED TWENTY-FOUR AND 00/100 DOLLARS ^{DATE} ^{AMOUNT} \$3,124.00

TO THE ORDER OF: MRB GROUP
THE CULVER ROAD ARMORY
145 CULVER ROAD SUITE 160
ROCHESTER NY 14620



AUTHORIZED SIGNATURE

⑈037062⑈ ⑆02130467500405396502⑆

*FEDERAL RESERVE BOARD OF GOVERNORS REG. CC

DO NOT WRITE OR SIGN BELOW THIS LINE
RESERVED FOR MICR INSTRUMENTS
For Deposit Only

ENDORSE HERE

VOUCHER
TOWN OF GALWAY
 5910 SACANDAGA ROAD
 GALWAY, NY 12074

(CLAIMANT - DO NOT WRITE IN THIS AREA) VOUCHER # 417
 DATE VOUCHER RECEIVED _____

Fund - Appropriation	Amount
A1990.4	3,976.00
Total	3,976.00
ENTERED ON ABSTRACT NO. 009	09/14/2021

DEPARTMENT _____

MRB GROUP
THE CULVER ROAD ARMORY
145 CULVER ROAD SUITE 160
ROCHESTER NY 14620

CLAIMANT'S
 NAME AND
 ADDRESS

DETAILED INVOICES MAY BE ATTACHED AND TOTAL ENTERED ON THIS VOUCHER.
 CERTIFICATION BELOW MUST BE SIGNED.

TERMS _____ PURCHASE ORDER NO. _____

Account	Description	Invoice #	Amount
A1990.4	CONTINGENT 77 % COMPLETE	40218	2,343.00
A1990.4	CONTINGENT 100 % COMPLETE	40504	1,633.00
TOTAL			3,976.00

PAID
SEP 15 2021
 Check # 37181

CLAIMANT'S CERTIFICATION

I, _____, certify that the above account in the amount of \$ _____ is true and correct; that the items, services and disbursements charged were rendered to or for the municipality on the dates stated; that no part has been paid or satisfied; that taxes, from which the municipality is exempt, are not included; and that the amount claimed is actually due.

_____ Date
_____ Signature
_____ Title

(Space below for municipal use)

DEPARTMENT APPROVAL
 The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.

 Authorized Official Date

APPROVAL FOR PAYMENT
 This claim is approved and ordered paid from the appropriations indicated above.

 Auditing Board Auditing Board

Invoice

MRB Group
The Culver Road Armory
145 Culver Road, Suite 160
Rochester, New York 14620

APPD.4

Town of Galway
5910 Sacandaga Road
Galway, NY 12074

August 3, 2021
Invoice No: 000000040218

Client Manager Robert N'dolo
Project: 0707.21001.000 Galway Tn - Galway Senior Housing Study
Completed full draft of the market analysis, interviews, etc. Submitted draft to Supervisor.

Professional Services from July 4, 2021 to July 31, 2021

FEE

Total Fee	7,100.00		
Percent Complete	77.00	Total Earned	5,467.00
		Previous Fee Billing	3,124.00
		Current Fee Billing	2,343.00
		Total Fee	2,343.00
		Total This Section:	\$2,343.00
		Total Project Invoice Amount:	\$2,343.00

Invoice

APPD.4

MRB Group
The Culver Road Armory
145 Culver Road, Suite 160
Rochester, New York 14620

Town of Galway
5910 Sacandaga Road
Galway, NY 12074

August 30, 2021
Invoice No: 000000040504

Client Manager Robert Ndolo
Project: 0707.21001.000 Galway Tn - Galway Senior Housing Study
Final presentation and report. Project complete.
Professional Services from August 1, 2021 to August 28, 2021

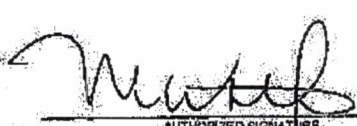
FEE

Total Fee	7,100.00		
Percent Complete	100.00	Total Earned	7,100.00
		Previous Fee Billing	5,467.00
		Current Fee Billing	1,633.00
		Total Fee	1,633.00
		Total This Section:	\$1,633.00
		Total Project Invoice Amount:	\$1,633.00

THIS CHECK HAS A VOIC SECURITY FEATURE AND MICROPRINTING IN THE BORDER

TOWN OF GALWAY GENERAL FUND 6910 Sacandaga Road - Galway, NY 12074	BALLSTON SPA NATIONAL BANK Galway, NY 12074 60467213 04 09/15/2021	37181
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PAY: THREE THOUSAND NINE HUNDRED SEVENTY-SIX AND 00/100 DOLLARS	AMOUNT \$3,976.00
--	------------------------------------

TO THE ORDER OF: MRB GROUP THE CULVER ROAD ARMORY 145 CULVER ROAD SUITE 160 ROCHESTER NY 14620	 AUTHORIZED SIGNATURE
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⑈037181⑈ ⑆021304675⑆0409396502⑈

* FEDERAL RESERVE BOARD OF GOVERNORS REG. CC

DO NOT WRITE, STAMP OR SIGN BELOW THIS LINE
 RE: STRONG NATIONAL INSTITUTIONS

For Deposit Only

ENCLOSURE

March 31, 2021

Mr. Michael Smith, Supervisor
Town of Galway
5910 Sacandaga Road
Galway, NY 12074

Via email: msmith@townofgalwayny.org

**RE: PROPOSAL FOR PROFESSIONAL SERVICES
GALWAY SENIOR HOUSING STUDY**

Dear Supervisor:

Thank you for your time last week discussing the proposed senior housing concept in the Town of Galway. At your request, I have prepared this letter proposal for your review. We are happy to discuss this further if you have any questions or comments.

I. Project Understanding

Following clear input from its citizens during the Next Wave Communities planning process, the Town of Galway (the "Town") is contemplating taking a proactive role in the development of a senior housing project. This is to respond to the growing need of older residents to have housing options that would allow them to comfortably "age-in-place" in the Town.

The Town was fortunate to secure economic development-related funds from Saratoga County to advance this goal. Using those funds, the Town would like to hire a consultant to assess the market feasibility of such an endeavor, to help answer questions such as:

- What is the local demand for senior housing now and in the future?
- How many units of senior housing could the Town support? At what price? With what amenities?
- What mix of housing types (apartment, townhouse, condo, etc.) would be most appropriate?
- Would such a senior housing project be able to attract developer capital?

Below is our proposed scope of services to address these questions.



II. Scope of Services and Compensation

Task 1: Data Analysis and Interviews

MRB Group would begin by collecting market data on residential real estate trends in the Town and in the larger market area, including: rent/sale prices, occupancy rates, deliveries, net absorption, pipeline projects and other key metrics. We will also profile the Town from a socio-economic perspective, regarding trends in population, household size, income and housing tenure. We will analyze this data for findings that relate to the size and dynamics of the existing senior housing market.

MRB Group will supplement the data analysis with interviews (3) with knowledgeable real estate professionals, including brokers and/or developers. Here, we will collect information on the types of amenities and housing products that appear to be in highest demand.

Task 2: Comparable Developments

Based on the data and interviews, we will briefly profile two comparable senior housing developments in the larger region. We will describe the type of product, number of units, sale/rent price, approximate absorption rate, available amenities, target market demographic, etc.

Task 3: Report

MRB Group will summarize our findings into a written report. We will provide our opinion as to the number and type(s) of units that can be supported by the local market, the pricing, and the required amenity mix. We will also provide our opinion as to the likely affordability of such units to the typical Town senior.

We will provide our report to the Town in electronic copy for distribution and will attend one meeting of the Town Board, if desired, to discuss our findings.

Total Proposed Compensation..... \$7,100.00

The cost figure shown above represents our lump sum amount. Any additional work beyond this fee and outside the scope of this proposal would be reviewed and approved by the Client. MRB Group shall submit monthly statements for services rendered during each invoicing period based on the efforts performed during that period. MRB Group Standard Rates are subject to annual adjustment.

III. Commencement of Work

Upon receipt of the signed proposal, MRB Group will begin work.

IV. Standard Terms and Conditions

Attached hereto and made part of this Agreement are MRB Group's *Standard Terms and Conditions*.

If this proposal is acceptable to you, please sign as indicated below and return a copy to me via email at michael.ndolo@mrbgroup.com. Thank you for your consideration of our firm. We look forward to working with you on this project.

Sincerely,


R. Michael N'dolo
Director of Economic Development


James J. Oberst, P.E., LEED AP
Executive Vice President / C.O.O.

\\mrbgroup.prv\Admindata\630006\Ltrs-Proposals\2021\Galway, Town of\Letter Proposal - Market Analysis - Town of Galway.docx

PROPOSAL ACCEPTED BY: Mr. Michael Smith, Supervisor, Town of Galway



Signature

Supervisor

Title

4/15/2021

Date

**MRB GROUP, ENGINEERING, ARCHITECTURE, SURVEYING, D.P.C.
AGREEMENT FOR PROFESSIONAL SERVICES
STANDARD TERMS AND CONDITIONS
ECONOMIC DEVELOPMENT SERVICES**

A. TERMINATION

Either party may terminate this Agreement with seven days' written notice if the other party fails to materially perform in accordance with the terms hereof through no fault of the terminating party. If this Agreement is so terminated, the client shall promptly pay to MRB Group Engineering, Architecture, Surveying, D.P.C. ("MRB") for (a) services performed prior to the date of such termination, based on MRB's reasonable estimate for the portion of work completed, plus (b) all reasonable costs incurred by MRB in connection with such termination. If, prior to termination of this Agreement, the client directs MRB to suspend or abandon any work, the client shall promptly pay MRB for services performed prior to receipt of such notice from the client.

B. INSURANCE

MRB agrees to procure and maintain, at its sole expense, such insurance policies as are customary in the industry.

C. INDEPENDENT CONTRACTOR

- Name Town of Galway as additional Insured. With coverage provide a Certificate of Insurance.*
- ✓ The parties agree that MRB is an independent contractor, and will conduct itself with such status, that it will neither hold itself out as nor claim to be an officer or employee of the client, by reason hereof, and that it will not by reason hereof make any claim, demand or application to or for any right or privilege applicable to an officer or employee of the client, including, but not limited to, Workmen's Compensation coverage, unemployment insurance benefits or Social Security coverage.

D. SUCCESSORS AND ASSIGNS

Neither party may assign or otherwise transfer any of its rights or obligations under this Agreement without the prior written consent of the other party and any purported assignment absent such consent shall be void. This Agreement shall be binding on each party's successors, executors, administrators and assigns.

E. INVOICES AND PAYMENT

The client will pay MRB for services in accordance with the fee structure and work estimate set forth in the proposal. Invoices will be submitted on a periodic basis, or upon completion of Services, as indicated in the proposal or contract. All payments are due within 30 days after receipt of the applicable invoice. Any invoice remaining unpaid after 30 days will bear interest from such date at 1.5 percent per month or at the maximum lawful interest rate, if such lawful rate is less than 1.5 percent per month. If the client fails to pay any invoice when due, MRB may, at any time, and without waiving any other rights or claims against the client and without thereby incurring any liability to the client, elect to terminate performance hereunder upon ten (10) days prior written notice to the client. Notwithstanding any termination of Services by MRB for non-payment of Invoices, the client shall pay MRB in full for all Services rendered by MRB to the date of termination of Services plus all interest and termination costs and expenses incurred by MRB that are related to such termination. The client shall be liable to reimburse MRB for all costs and expenses of collection, including reasonable attorney's fees.



F. INDEMNITY

The client will require any contractor and subcontractors performing the work to hold the client and MRB harmless and indemnify and defend the client and MRB and their respective officers, employees and agents from all claims arising from client's use of the services, except to the extent arising from MRB's negligence or willful misconduct.

G. LIMITATION OF LIABILITY

~~IN NO EVENT WILL MRB BE LIABLE FOR ANY INDIRECT, PUNITIVE, SPECIAL, EXEMPLARY, CONSEQUENTIAL OR INCIDENTAL LOSSES OR DAMAGES (INCLUDING, BUT NOT LIMITED TO, LOST PROFITS, LOSS OF GOODWILL, BUSINESS INTERRUPTION, LOSS OF BUSINESS OPPORTUNITY, OR ANY OTHER PECUNIARY LOSS), REGARDLESS OF WHETHER OR NOT THE POSSIBILITY OF SUCH DAMAGES HAS BEEN DISCLOSED OR COULD HAVE BEEN REASONABLY FORESEEN BY MRB, AND REGARDLESS OF THE LEGAL OR EQUITABLE THEORY (CONTRACT, TORT OR OTHERWISE) UPON WHICH THE CLAIM IS BASED. MRB'S LIABILITY HEREUNDER SHALL NOT EXCEED THE FEES PAID TO MRB BY CLIENT DURING THE TWELVE (12) MONTHS PRECEDING THE EVENTS GIVING RISE TO SUCH LIABILITY.~~

H. MISCELLANEOUS

The Agreement may be amended or modified only with the written consent of both parties. The rights and remedies set forth herein shall be in addition to all other rights and remedies available at law or equity. The Agreement embodies the entire agreement and understanding between the parties pertaining to the subject matter hereof, and supersedes all prior agreements, understandings, negotiations, representations and discussions, whether verbal or written, of the parties, pertaining to that subject matter. This Agreement shall be governed by the laws of the State of New York without regard to its principles of conflicts of law. Any litigation arising out of or in connection with this Agreement shall be brought and maintained exclusively in the federal courts or the courts of the State of New York, with a venue in Monroe County, New York, and the parties hereby irrevocably waive all jurisdictional defenses and irrevocably consents to the personal jurisdiction of such courts.



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Program 2022



Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
2000

Prepared for:
**Saratoga County Board of
Supervisors**
September 2021





Community Development Plan 2021 (included for reference)

- Maintain existing projects as required with enhancements, including local maintenance projects, Area 3 in Halfmoon, promotion of “Renew Here” and DMV, the Saratoga County Fair, and the Rest Area Information Center
- Continue COVID-19 related support for businesses (not limited to members of the Capital Region Chamber), including one-on-one consultation with Saratoga County businesses, and connections with available resources, expertise and financial services
- Dialog with the Saratoga County Economic Development Committee regarding available funding sources for local businesses totaling \$8.5 million available in the Capital Region
- Continue regional integration with the Capital Region Chamber to better connect Saratoga County to its neighbors, attract our share of business development
- Support local small business groups and committees, review past initiatives and possible additional 2021 projects as year progresses – maintain Community Development Menu

- Work with local BPAs/chambers/regional associations as partners
- Engage local corporations in community development activities, coordinate volunteers
- Develop and maximize economic benefits of community improvement projects
- Provide a status report to the county Economic Development Committee of progress on 2021 projects, goals and funding request for 2022

ECONOMIC IMPACT: The Capital Region Chamber has a proven track record of job retention and business support, and since the 1/1/2020 affiliation with the Chamber of Southern Saratoga County, the combined organization has worked to provide individual advice, support and guidance to over 1000 Saratoga County businesses with some 30,000 employees during very challenging economic times. Each town and all 230,000 residents of Saratoga County can benefit from the Rest Area and other information center promotions. Area 3 has the potential to bring \$500 million-plus in new business investment and possible common suppliers to GLOBALFOUNDRIES. DMV support aids County Clerk offices. Available regional loan programs can draw on \$8.5 million to assist local businesses in need. The other initiatives primarily impact southern Saratoga County communities with a special emphasis on the River Towns and underserved communities, plus Tourism and frequent business travelers to our area. The info center at the Exit 9 Rest Area places Saratoga County information in front of 200,000-250,000 people each year. Even in 2020, traffic remained very high at that location, which was this county’s only dedicated connection to the I-87 corridor.

2021 Funding: \$40,000

Galway

Milton

32

How'd We Do? 2021 In Pictures.....

ACTION



Chamber Angels
"Christmas in July"
virtual fundraisers



Historic Lock 19 and Picnic Area Maintenance – Vischer Ferry

Mechanicville Bulletin Board and kids
Fishing Contest

Saratoga County's Annual Sundaes on the Farm

Sunday
June 20, 2021
11AM - 2 PM
Mill Creek Farm
1019 Co Rd 70, Stillwater, NY 12170

Owned by:
Anne Morgan, Michael Morgan,
Samantha Little, and in Memory of
Tim Little, April 1953-June 2018

FREE Drive-Through Tour
Learn about AGRICULTURE
Tour the Farm & See
• Dairy Cows
• Beef Cows
• Meat Sheep
• Horses
• Farm Equipment
• Golden Horseshoe Hunt

Celebrate Saratoga County Agriculture
For more information contact: Cornell Cooperative Extension at 518-885-8995

ADIRONDACK SPORTS EXPO
CELEBRATING 15 YEARS!
JUNE 5 & 6

NEW PARKING LOCATIONS!
NEW! HIKE PADDLE SPORTS!
NEW! RUN BIKE TRAIL!
NEW! HEALTH FITNESS!

NY'S SPORTS, HEALTH, FITNESS, RECREATION AND TRAVEL SHOW!

LEARN ABOUT:
• Lake or River Canoeing, Kayaking, Rafting
• Beach Soccer
• Family Recreations
• Snow, Ski, Ice, Ski!
• Walk, Run, Jogging

LEARN FROM:
• Local and Regional Athletes
• Local and Regional Coaches
• Local and Regional Trainers
• Local and Regional Experts

Saturday 10-5 • Sunday 10-4 • **FREE ADMISSION**
SARATOGA SPRINGS CITY CENTER • 522 BROADWAY, SARATOGA SPRINGS
AdkSports.com/expo

Exit 15
Turn left to Saratoga Springs downtown



CAPITAL REGION ADVANCEMENT FUND
FINANCING TO FUEL BUSINESS GROWTH

THE CHAMBER OF SOUTHERN SARATOGA COUNTY
An Affiliate of the Capital Region Chamber

Rest Area Display Screens

Virtual Events and COVID-19 support for businesses



How'd We Do? 2021 In Pictures.....

ACTION



SHARP Task Force



4 Miles



Visitor Center



Saratoga County Fair

Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING
2000



Support for local business organizations and events



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Plan 2022

- Maintain previous Community Development projects such as Historic Lock 19/Vischer Ferry Picnic Area, Mechanicville Gazebo/Bulletin Board, Area 3 in Halfmoon, etc.
- Operate the Visitor Center on the Northway at the Clifton Park (Exit 9) Rest Area
- Promotion of Saratoga County initiatives and events through the placement of articles supporting the business community in area publications, article and ad placement in the Maptech Cruising Guide, other local festivals and area publications
- Infrastructure Review: Convene meetings of stakeholders in conjunction with appropriate agencies, and provide feedback on potential remedies to Saratoga County:
 - Farm tractors on roads – aggressive drivers are making it hard for farmers to move tractors between fields, and there have been some accidents and near misses because of this
 - Canal advocacy – efforts by some groups to sever the Erie and Champlain Canals will have direct impact on water tourism and commercial marine transport to Saratoga County. Also Canal issues have thwarted attempts to make progress on Area 3
 - Farm/Marine Industry issues – generational transition, land use/transfer, solar farms, questions of highest and best use, and the integration of the next generation in both of these industries into the business community
 - Truck strikes on bridges/improper use of roads – several area bridges have been damaged or compromised in recent months by truck strikes. Vehicles and aggressive drivers are increasingly being seen on our rural roads and traffic incidents are on the rise
- Utilize regional collective capacity of the Capital Region Chamber, working in conjunction with Saratoga County, to assist county businesses, leverage regional economic development resources, financial assistance, workforce development and business growth/technical assistance capabilities

Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Plan 2022

To accomplish the above, we will utilize the following where applicable:

- Support local small business groups and committees
- Work with local BPAs/chambers/regional associations as partners
- Engage local corporations in community development activities, coordinate volunteers
- Develop and maximize economic benefits of community improvement projects
- Provide a status report to the county Economic Development Committee of progress on 2022 projects, goals and funding request for 2023

ECONOMIC IMPACT: The Capital Region Chamber has a proven track record of job retention and business support, and since the 1/1/2020 affiliation with the Chamber of Southern Saratoga County, the combined organization has provided COVID-19 information, individual advice, support and guidance to over 1000 Saratoga County businesses with some 30,000 employees during very challenging economic times. 16 Saratoga County businesses received a total of \$1.485 million in 2021). Each town and all 230,000 residents of Saratoga County can benefit from the Rest Area and other information center promotions. Area 3 has the potential to bring \$500 million-plus in new business investment and possible common suppliers to GLOBALFOUNDRIES. DMV support aids County Clerk offices. The other initiatives primarily impact southern Saratoga County communities with a special emphasis on the River Towns and underserved communities, plus Tourism and frequent business travelers to our area. The info center at the Exit 9 Rest Area places Saratoga County information in front of 200,000-250,000 people each year. Traffic remains very high at that location, this county's only dedicated connection to the I-87 corridor.

Prepared by:

THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION

2022 Funding Request: \$40,000

2022 Project 1: Maintain previous Community Development projects **PLAN**

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

The 2022 project will produce the following results/deliverables:

- Historic Lock 19 / Vischer Ferry picnic area maintenance, conduct April work parties and assess potential improvements
- Review any issues related to the Mechanicville Gazebo / waterfront Bulletin Board in conjunction with the City
- Support the Halfmoon Business and Economic Development Committee, especially the proposed Area 3 Halfmoon Intermodal Industrial Complex.
- Review the Waterford Canal Festival which hasn't been run in two years due to COVID concerns, and develop a plan for its future in conjunction with the Town and/or Village of Waterford
- Place "Renew Here" DMV information at the Waterford Canal Festival and other fairs/festivals where we exhibit
- Host a large tent at the Saratoga County Fair and support the Saratoga County Agricultural Society
- Maintain the MaltaNYBusiness.com website.
- Provide feedback on the above activities in periodic reports

2022 Project 2: Operation of the Rest Area Visitor Center **PLAN**

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

The 2022 project will produce the following results/deliverables:

- Staff the Clifton Park Visitor Center as per agreement with New York State Department of Transportation
- Promote events submitted by all Saratoga County municipalities on the Clifton Park Visitor Center monitor seen by 1,000 travelers daily
- Place “Renew Here” DMV information at the Clifton Park Visitor Center
- Report on activities at the Center to the Economic Development Committee



Prepared by:
THE CAPITAL
REGIONAL PLANNING
200



**Visitors
Information**



2022 Project 3: Promotion of Saratoga County initiatives and events through area fairs/festivals, Maptech Cruising Guide, and area publications

PLAN

Why Promote? Each year, the Chamber distributes a considerable amount of information about economic activity at local events and through articles in area publications. Much of this publicity supports industries based in this county that get little/no attention elsewhere.

The 2022 project will produce the following results/deliverables:

- Chamber attendance at many local festivals as warranted
- Chamber to continue the “Canal gateway” spread in the Maptech Cruising Guide
- Promotion of Saratoga County and its business community in articles, social media and other news sources
- Report on related activities to the Economic Development Committee

CAPITAL REGION CHAMBER

Capital Region Canalside Marinas and Services

Welcome to a New World of cruising adventure!

Prepared by: THE CAPITAL REGIONAL PLANNING COMMISSION 2000

ALPINE HAIR
 22 Chapel Street, Ballston Spa, NY 12020
 518-752-2222
www.alpinehair.com

BLAZE'S BAY MARINA
 1000 Lakeville Road, Ballston Spa, NY 12020
 518-752-2222
www.blazesbay.com

“Christmas in July” Returns For the Southern Saratoga County Chamber Angels!

-Pete Burdarian, Senior Vice President, Community Advancement, Capital Region Chamber

It didn't seem so long ago that we were celebrating our 10th anniversary. It's hard to believe that we have been around for a decade. It's a testament to the hard work and dedication of our members and staff. We are proud to have grown and to have made a difference in our community. We look forward to continuing our work and to celebrating our 15th anniversary in 2025.

The Chamber Angels is one of the most wonderful events in our entire region, and the most wonderful effort I have ever seen. It's a wonderful way for us to support our work, and it's a wonderful way for us to support our members. We are proud to have grown and to have made a difference in our community. We look forward to continuing our work and to celebrating our 15th anniversary in 2025.

Corporate sponsorships are available. It's a wonderful way for us to support our work, and it's a wonderful way for us to support our members. We are proud to have grown and to have made a difference in our community. We look forward to continuing our work and to celebrating our 15th anniversary in 2025.



2022 Project 4: Infrastructure Review

PLAN

Why Review? Farms and marine businesses are facing challenges from within their communities, from state tax laws, generational problems, and more. Farmers on tractors are often in dangerous situations due to aggressive drivers. Efforts to dramatically alter the Canal System would dramatically impact area businesses. Truck strikes on bridges have done considerable damage in some instances.



The 2022 project will produce the following results/deliverables:

- Convene meetings of stakeholders in conjunction with appropriate agencies, and provide feedback on potential remedies to Saratoga County, on the following issues:
 - Farm tractors on roads – aggressive drivers are making it hard for farmers to move tractors between fields, and there have been some accidents and near misses because of this
 - Canal advocacy – efforts by some groups to sever the Erie and Champlain Canals will have direct impact on water tourism and commercial marine transport to Saratoga County. Also Canal issues have thwarted attempts to make progress on Area 3
 - Farm/Marine Industry issues – generational transition, land use/transfer, solar farms, questions of highest and best use, and the integration of the next generation in both of these industries into the business community
 - Truck strikes on bridges/improper use of roads – several area bridges have been damaged or compromised in recent months by truck strikes. Vehicles and aggressive drivers are increasingly being seen on our rural roads and traffic incidents are on the rise

Prepared by:

REGIONAL PLANNING COMMISSION

2021 Project 5: Utilize regional collective capacity of the Capital Region Chamber, working in conjunction with Saratoga County, to assist county businesses, leverage regional economic development resources, financial assistance, workforce development and business growth/technical assistance capabilities

PLAN

Why Utilize Regional Connections? The affiliation with the Capital Region Chamber has brought nearly one and a half million dollars into this County in 2021, strengthened and reinforced the local Chamber of Southern Saratoga County during the COVID-19 crisis, and made resources available to serve over 1000 businesses in this county. The Center for Economic Growth was joined through an affiliation with the Capital Region Chamber on 1/1/21. The combination of regional Chamber and regional Economic Development has vastly strengthened our county's ability to develop and attract business.

The 2022 project will produce the following results/deliverables:

- Provide resources to support the growth of existing businesses
- Work with Saratoga County officials on economic development opportunities
- Discuss with Economic Development Committee Chair any advocacy topics which might be elevated and included in chamber legislative agendas
- Discuss with Economic Development Committee Chair potential gaps in services/products needed for economic development and provide updates on efforts to obtain such resources regionally

