



Economic Development Committee

Thursday, February 3, 2022 3:30PM

Chair: Kevin Tollisen

Members:

Joe Grasso
Mark Hammond
Jonathan Schopf
Kevin Veitch
Matt Veitch
Tom Wood

- I. Welcome and Attendance
- II. Approval of the minutes of the December 1, 2021 meeting.
- III. Appointment of a Vice-Chair
- IV. Approval of Economic Development Fund Payment for the Town of Waterford.
- V. Request for Funding from Hudson Valley Community College – Dr. Ramsammy, HVCC
- VI. Saratoga Economic Development Corporation Presentation - 2021 in review – Dennis Brobston, SEDC.
- VII. Approval of 3rd & 4th Quarter 2021 payments to SEDC
- 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
Audra Hedden, County Administrator's Office
Stephanie Hodgson, Director of Finance

FROM: Saratoga County Prosperity Partnership

DATE: 1/26/22

RE: Econ. Dev. Grant Reimbursement Request - Town of Waterford

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)
3. Are there Amendments to the Compensation Schedule: ☐ YES or ☒ NO
(If yes, provide details)
4. Specific details on what the resolution will authorize:
Approving a \$6,500 reimbursement to the Town of Waterford for their 2021 economic development grant project.
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):

The Town was able to use these grant funds towards advertising and promotion campaigns in reallion to generating awareness for their annual Tugboat Round Up Festival.

Please see attached supporting documentation for committee approval.



January 26, 2022

Supervisor Kevin Tollisen, Chairman
Saratoga County Economic Development Committee
40 McMaster Street
Ballston Spa, NY 12020

Re: Saratoga County Economic Development Fund – Town of Waterford – Request to Drawdown Funds

Dear Mr. Tollisen,

I am writing to confirm that the Town of Waterford has completed their project using grant funds 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 used this grant funding to significantly increase their advertising and promotional budgets to help the community successfully relaunch these events in 2021.

The Town has submitted a receipt for their project and cancelled checks for \$6,500 allocated for their project. (See attached) I recommend approval for the drawdown with the accompanying voucher for \$6,500.

Please feel free to contact me or Town of Waterford Supervisor John Lawler with any questions.

Sincerely:

A handwritten signature in black ink, appearing to read 'Matthew Rose'.

Matthew Rose, Interim President

CC: John Lawler, Supervisor
Steve Bulger, County Administrator

VOUCHER

Claimant's Name and Address	Town of Waterford 65 Broad Street Waterford, NY 12188
	Vendor #214031

VOUCHER
NO.

DATE VOUCHER RECEIVED			
FUND APPROPRIATION		AMOUNT	PO Number
A.14.114-8763		\$6,500	
OPEN \$			
CK	JE		
	TOTAL		
Abstract No.			
Vendor's Ref. No.		DP	

DATE	QUANTITY	DESCRIPTION OF MATERIALS OR SERVICES	UNIT PRICE	AMOUNT
12/17/21		Saratoga County Economic Development Fund 2021 Draw-down Request		\$6,500
			TOTAL	\$6,500

1/26/22
Date

John D. Fowler
SIGNATURE

Supervisor

TITLE

AUTHORIZED COUNTY OFFICIAL

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



Saratoga County Economic Development Committee
Economic Development Fund Drawdown Request Form

Date 12/17/21

Applicant Information

Town/City Waterford

Grant Information

Project Name Tugboat Roundup

Date of project completion 9/11 - 9/12

Amount of grant drawdown (\$7,100K or less) \$6,500

Attached documentation

☒ Receipts and cancelled checks

☒ Saratoga County Voucher

Project Outcome Narrative:

These funds were used for advertising and promotional
expenses in support of our annual Tugboat Roundup Festival.
As a result of the advertising we attracted approximately
10,000 people to the two day event who spent considerable
money in our restaurants and other businesses.

Signature of Town/City Supervisor

[Handwritten Signature]

Please submit drawdown request form with Saratoga County Voucher, receipts and canceled checks to:
Matthew Rose at mrose@saratogapartnership.org, 518-871-1887 or mail to:

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



Saratoga County Economic Development Committee
Economic Development Fund Application

Date: 12/17/21

Applicant Information

Town/City: Waterford

Address 65 Broad Street Waterford NY 12188

Contact person (if other than Supervisor) Bill Coutu 518-235-8184

Grant Information

Project Name Advertising/Promotion of Tug Boat Roundup Festival

Amount of grant request (max request \$7,100K) \$6,500

How will funds be used Reimbursement for Promoting/Advertising

Estimated project start date 9/10/21 Estimated project completion 9/12/21

How does project align with the economic development objectives in your community?
Improved attendance as a result of advertising and promoting the event resulting in material economic benefit for the town and county (sales Tax)

What are the project deliverables?

Newsprint and radio promotion

How will you measure results (ex: new jobs or investment) In the next sales tax report and by reviewing the impact of the event on town businesses

Signature of Town/City Supervisor

John E. Fowler

<p>TOWN OF WATERFORD GENERAL ACCOUNT 85 BROAD STREET WATERFORD, NY 12188</p>	<p>PIONEER COMMERCIAL BANK 50-1392 213</p>	<p>33615</p>								
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 25%;">CHECK NO.</th> <th style="width: 25%;">VENDOR NO.</th> <th style="width: 25%;">CHECK DATE</th> <th style="width: 25%;">CHECK AMOUNT</th> </tr> <tr> <td>0033615</td> <td>0000000305</td> <td>10/06/2021</td> <td>\$*****750.00</td> </tr> </table>			CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT	0033615	0000000305	10/06/2021	\$*****750.00
CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT							
0033615	0000000305	10/06/2021	\$*****750.00							
<p>*SEVEN HUNDRED FIFTY AND 00/100 DOLLARS*****</p>										
<p>PAY TO THE ORDER OF</p>										
<p>ALBANY TIMES UNION HEARST CORPORATION P.O. BOX 80068 PRESCOTT, AZ 86304-8088</p>										
<p>VOID AFTER 180 DAYS</p>										
<p><i>[Signature]</i></p>										

<p>BANK OF AMERICA ALBANY DEPOSIT SLIP</p>	<p>ALBANY TIMES - ADV FOR DEPOSIT ONLY</p>
---	---

08/26/21
08/29/21

250.00
500.00

ALBANY TIMES UNION HEARST CORPORATION

10/06/2021 \$*****750.00

VOUCHER

TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188

VOUCHER #:

2930005

DEPARTMENT

VDR #:

305

NAME
&
ADDRESS

HEARST CORPORATION
ALBANY TIMES UNION
P.O. BOX 80068
PRESCOTT, AZ 86304

FUND APPROPRIATION	AMOUNT
B.8161.400	250.00
CM3.7989.400	500.00
	750.00

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

TERMS:

PURCHASE
ORDER NO.

DATE	VENDOR'S INVOICE NO.	QTY.	DESCRIPTION	UNIT COST	AMOUNT
8/26/2021	4173354-08262021		ELECTRONIC RECYCLING ADVERTISEMENT		250.00
8/29/2021	4174153-08292021		2021 TOGBOAT ROUND UP ADVERTISEMENT		500.00
					750.00

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 OFFICIAL

APPROVAL FOR PAYMENT

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

✓

Please detach, **INCLUDE STATEMENT NUMBER IN ALL REMITTANCE** and return above portion with your payment.



For information or questions about your bill, please call our Customer Service Department at **518-454-5595** from 8:30 AM to 5:00 PM or email us at billing@timesunion.com. Please send correspondence to Times Union, Credit Services Department, 4747 Southwest Freeway, Houston, TX 77027.
Rep: Heidi Gaschel 518-965-1714 Fed ID# - 13-0433120.

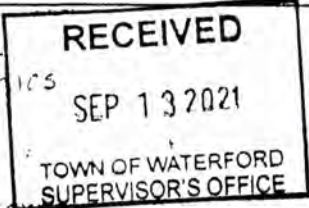
Credit Services Department, 4747 Southwest Freeway, Houston, TX 77027

STATEMENT OF ACCOUNT

Client Name	Client Acct #	Billed Acct #	Billing Period	Terms Net Due	Total Amount Due
TOWN OF WATERFORD	600093360	600093360	08/01/2021 - 08/31/2021	09/20/2021	\$686.37

ADVERTISING INVOICE/STATEMENT

DATE	INVOICE# or TRANSACTION#	DESCRIPTION-OTHER COMMENTS/CHARGES	SAU SIZE BILLED UNITS	TIMES RUN	AMOUNT DUE
08/26/21	4173354-08262021	Balance Forward			63.63
		ROP-Local First-ROP-	1/4 pg	1	250.00
		Invoice <i>Electronics</i>	1		
08/29/21	4174153-08292021	Main-ROP section	1/7 pg 3 col	1	500.00
		Invoice	1		
		PREVIOUS AMOUNT OWED:	-63.63		
		NEW CHARGES THIS PERIOD:	750.00		
		PAYMENTS RECEIVED THIS PERIOD:	0.00		
		DEBIT ADJUSTMENTS THIS PERIOD:	0.00		
		CREDIT ADJUSTMENTS THIS PERIOD:	0.00		
		FINANCE CHARGES THIS PERIOD:	0.00		
		We Appreciate Your Business			



AGING SUMMARY

Current Amount	30 Days	60 Days	90 Days	120 Days	Unapplied Amount	Total Amount Due
\$750.00	\$0.00	\$0.00	0.00	\$0.00	\$63.63	\$686.37

A finance charge of 1.5% (18% per annum) applies to balances over 30 days. There will be a \$20 charge for all returned checks

Thank you, we value your business.

IRENE

CONTINUED FROM A8

ed residents, fulfilling about 12,000 individual applications, according to the agency. More than a half-billion dollars was given to New York state to distribute to affected communities.

However, sometimes it was not enough.

Peggy Young said her house was destroyed and her hardware store was badly damaged. The family did not have flood insurance, and the FEMA payments mazed out at about \$30,000.

"When people say — you got the full allotment from FEMA — oh my goodness, folks, that's not much," she said.

The family was able to get a Small Business Administration loan for the hardware store, "which we'll be paying back for the rest of our lives," she added.

Another stream of funding was far more problematic.

In the summer of 2013, then-Gov. Andrew M. Cuomo announced the creation of the New York Rising Community Reconstruction program, also called NY Rising, part of the Governor's Office of Storm Recovery, created

in the wake of Irene, Tropical Storm Lee, which hit a few days after Irene, and Superstorm Sandy, which devastated New York City the following year.

NYCRC was intended to help communities affected by the storms create and implement plans to make them resilient to flooding.

"The problem was it was a very bureaucratic process. We're honestly just seeing the completion of the first project or two, and those were ones that were way down on the list — we haven't really seen much come out of the whole thing."

— Don Bromley, Margaretville Fire Department president

by setting up committees of local stakeholders to create proposals the state would then fund.

However, stakeholders in Margaretville and Prattville described the process as neurotic, confusing and immensely bureaucratic.

Margaretville Fire Department President Don Bromley served on his

town's committee, helping put together an extensive report on what the town needed. The state approved \$6 million for the projects.

"We worked very hard at it, and we were excited with the projects we put forward... The problem was it was a very bureaucratic process," he said.

"We're honestly just seeing the completion of the first project or two, and those were ones that were way down on the list — we haven't really seen much come out of the whole thing."

One of the requests was for a bigger generator for Margaretville's fire station, which served as an evacuation center during Irene. The firehouse recently got its generator — nearly a decade after Irene struck, Bromley said.

Another project was to repair the bulkhead and levees holding in Binnick Creek, which were damaged by flooding during Irene and other storms.

Construction on that project didn't start until June 2021, according to the Governor's Office of Storm Recovery.

Hubbell, the Margaretville mayor, said many other projects the town hoped to accomplish "didn't qualify for certain reasons, numerous (rea-



The Schoharie Creek is seen from a bridge carrying Route 23 in Prattville. Most communities in the Catskills were built along waterways for transportation and to run mills.

sons), some of which we didn't really understand, and they couldn't really give you a reason why it didn't qualify," he said.

Prattville wanted to construct a health care center with their money. There are no medical facilities in the community, and the nearest doctor's office is two towns away in Windham.

However, the idea never came to fruition.

Chase, who was a member of the Prattville Development Corp., which served as the town's committee for NY Rising, said the project "got dragged on and on and on by the state."

"Every time we made two steps forward, the state would come back and say, we need you to do something else, and it got to the point — that we found it very difficult to work with New York state on the project, because we had done so much of the preliminary work only to get it thrown back at us multiple times," she said.

Chase also complained about the nature of the planning process, saying the town had unraveled with FEMA over the course of a year to create a long-term plan it used to apply for grants, but with NY Rising, "it was like starting from scratch — they made us come in and redo the whole long-term plan."

Prattville drew down \$1.1 million of its \$2.9 million grant for land acquisition, planning and design for the project, but the Governor's Office of Storm Recovery broke off the funding in September 2019 for deficient compliance and for not following procurement standards, according to the state agency.

However, Prattville has largely been rebuilt thanks in part to the efforts of the PDC, which was formed by local businessmen in the days after the storm and was eventually able to acquire more than \$50 million in grants and other funding, according to PDC member Kevin

Piccoli.

The PDC was able to acquire state funding to build two new bridges in the town, both higher and sturdier than the bridges existing during Irene.

PDC was all-volunteer, and those interviewed for this article said neighboring ultra-rain was a big driver of the recovery. Everyone in the community pitched in for others, and thousands of volunteers from elsewhere poured in to help.

Though NY Rising has only made limited improvements in the Catskills thus far, Hubbell said Margaretville is never going to be flood-proof.

Most communities in the Catskills are constructed along streams, established there when they relied on the waterways for transportation and to run mills, Hubbell said.

"(Margaretville) is in a great spot because it was kind of where everything met. But that's also the bad part of it — it's where all the streams meet."

Tugboat Roundup

Presented by the Town of

WATERFORD NY

September 10-12, 2021
www.tugboatroundup.com

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Boat rides!
Tug talks!
Fireworks!

& Kioti SAVINGS EVENT

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TOWN OF WATERFORD GENERAL ACCOUNT 65 BROAD STREET WATERFORD, NY 12188	PIONEER COMMERCIAL BANK	50-1382	33714						
		210							
	<table border="1"><thead><tr><th>CHECK NO.</th><th>VENDOR NO.</th><th>CHECK DATE</th><th>CHECK AMOUNT</th></tr></thead><tbody><tr><td>0033714</td><td>0000000305</td><td>11/04/2021</td><td>*****2,325.00</td></tr></tbody></table>			CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT	0033714	0000000305
CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT						
0033714	0000000305	11/04/2021	*****2,325.00						

*TWO THOUSAND THREE HUNDRED TWENTY-FIVE AND 00/100 DOLLARS*****

PAY TO THE ORDER OF

ALBANY TIMES UNION HEARST CORPORATION
P.O. BOX 80068
PRESCOTT, AZ 86304-8068

VOID AFTER 180 DAYS

Lennie M. Miller

FEDERAL RESERVE BOARD OF GOVERNORS REG. CC

BANK OF AMERICA ALBANY

ALBANY TIMES - ADV
FOR DEPOSIT ONLY

09/30/21
09/30/21
09/30/21

1,075.00
1,000.00
250.00

ALBANY TIMES UNION HEARST CORPORATION

11/04/2021 \$*****2,325.00

VOUCHER

**TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188**

VOUCHER #:

DEPARTMENT

VDR #:

305

NAME
&
ADDRESS

HEARST CORPORATION
ALBANY TIMES UNION
P.O. BOX 80068
PRESCOTT, AZ 86304

FUND APPROPRIATION	AMOUNT
B.8161.400	250.00
CM3.7989.400	1000.00
	1,250.00

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

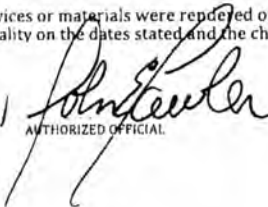
TERMS:

PURCHASE
ORDER NO.

DATE	VENDOR'S INVOICE NO.	QTY.	DESCRIPTION	UNIT COST	AMOUNT
9/30/2021	4174087		TUGBOAT ROUND UP ADVERTISEMENT- 9/2/21 & 9/9/21		1000.00
9/30/2021	4174969		HAZARDOUS WASTE DAY ADVERTISEMENT- 9/9/21		250.00
					1250.00

DEPARTMENT APPROVAL

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

10/2/2021 
DATE AUTHORIZED OFFICIAL

APPROVAL FOR PAYMENT

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



✓

Please detach, **INCLUDE STATEMENT NUMBER IN ALL REMITTANCE** and return above portion with voided copy.



For information or questions about your bill, please call our Customer Service Department at **518-454-5595** from 8:30 AM to 5:00 PM or email us at **billing@timesunion.com**. Please send correspondence to Times Union, Credit Services Department, 4747 Southwest Freeway, Houston, TX 77027.
Rep: Heidi Gaschel 518-965-1714 Fed ID# - 13-0433120.

Credit Services Department, 4747 Southwest Freeway, Houston, TX 77027

STATEMENT OF ACCOUNT

Client Name	Client Acct #	Billed Acct #	Billing Period	Terms Net Due	Total Amount Due
TOWN OF WATERFORD	600093360	600093360	09/01/2021 - 09/30/2021	10/20/2021	\$2,936.37

ADVERTISING INVOICE/STATEMENT

DATE	INVOICE# or TRANSACTION#	DESCRIPTION-OTHER COMMENTS/CHARGES	SAU SIZE BILLED UNITS	TIMES RUN	AMOUNT DUE
		Balance Forward			686.37
09/02/21 ✓	4174087-09022021	Preview-ROP Section 1	TAB 1/4 pg 3 co	1	500.00
		Invoice	1		
09/09/21 ✓	4174087-09092021	Preview-ROP Section 1	TAB 1/4 pg 3 co	1	500.00
		Invoice	1		
09/09/21 ✓	4174969-09092021	ROP-Local First-ROPTOWN OF WATERFORD SUPERVISOR'S OFFICE	1/4 pg	1	250.00
		Invoice	1		
09/26/21	4175137-09262021	Banner-Online Banner	PT		1,000.00
		Invoice	144		
		PREVIOUS AMOUNT OWED:	686.37		
		NEW CHARGES THIS PERIOD:	2,250.00		
		PAYMENTS RECEIVED THIS PERIOD:	0.00		
		DEBIT ADJUSTMENTS THIS PERIOD:	0.00		
		CREDIT ADJUSTMENTS THIS PERIOD:	0.00		
		FINANCE CHARGES THIS PERIOD:	0.00		
		We Appreciate Your Business			

AGING SUMMARY

Current Amount	30 Days	60 Days	90 Days	120 Days	Unapplied Amount	Total Amount Due
\$2,250.00	\$750.00	\$0.00	0.00	\$0.00	\$63.63	\$2,936.37

A finance charge of 1.5% (18% per annum) applies to balances over 30 days. There will be a \$20 charge for all returned checks

305

Thank you, we value your business.

Jackson, "Scream," a collaboration with her legendary brother Michael, and "Open My Heart" by gospel icon Yolanda Adams.

They're responsible for more than 50 Billboard No. 1 songs on the pop, R&B and dance charts — all while donning their signature all-black suits. ("All the decisions you have to make throughout a day, if you can take one decision out, that just leaves a hole for other thinking," explained Lewis.)

Jam & Lewis say they got away from their original album plans after helping propel Janet's early, unremarkable music career into superstardom by handling the bulk of her hit 1986 "Control" album, estab-

lishing them as in-demand producers.

Now, they've come full circle to finish what they started. But there is one glaring omission on "Vol. 1": Miss Jackson.

"There's a lot of people, a lot of music, a lot of great artists. We're going to try to cover them all if we can get there," said Jam. "But Janet would be absolutely wonderful. And there's a space reserved (on) 'Volume Two' for her."

While the new nostalgia sound showcases artists who may be on the backend of their careers, Jam & Lewis still have their ears pointed to the future.

"We've already kind of collaborated with H.E.R. obviously on the song 'Damage,'" said Lewis of

the hit song based off Herb Alpert's "Making Love in the Rain" which they wrote and produced. "It would be great to do something totally from scratch with H.E.R."

The music brothers say they weren't concerned whether critics might think the moment had passed to drop an album.

One of their remaining bucket list items includes playing instruments live as they perform for fans.

It's been 35 years since "Control" jumpstarted their producing careers but unintentionally delayed some of their personal ambitions. So, are there any regrets?

"To me, it is God's timing," said Jam. "It all happens the way it's supposed to happen."

QUIZ ANSWERS

Here are the answers to the Movie Quiz on page 2.

1. D. Small roles in "Men in Black 3," "Machete Kills," "Muppets Most Wanted" and "Sin City: A Dame to Kill For" preceded "A Star Is Born."

2. Penny Marshall ("A League of Their Own," "The Preacher's Wife")

3. Bing Crosby. He hit another car in front of the Hollywood Roosevelt Hotel in Los Angeles, where he and his female passenger were both thrown through the windshield and onto the pavement, injuring her but not him. Ever the golfer (Crosby died instantly from a heart attack in 1977 immediately after finishing 18 holes of golf near Madrid, Spain, with a World Cup champion), he appeared for his court hearing directly from the links wearing green plus-fours (golf knickers), an orange sweater and checked socks. This irritated the judge and might have attributed as much as the crime did to the singer's 60-day jail sentence.

4. William Friedkin

5. False on both counts. She was nominated for each award but lost the Golden Globe to Sissy Spacek for "Coal Miner's Daughter," and the Oscar to the title tune from "Fame."

6. Queen Latifah

7. "Valentine's Day"

8. A and C. Aguilera was not nominated, but her "Burlesque" co-star Cher was. And Simpson was nominated but didn't win.

9. True. Presley's character Clint Reno was the youngest of five brothers and the only one not part of the notorious Reno Gang, a group of outlaws who robbed banks during and after the Civil War.

10. The Who. Sting starred in 1979's "Quadrophenia," based on the British rock band's 1973 rock opera of the same name. The others were in 1975's Oscar-nominated "Tommy," inspired by the 1969 album.

Tugboat Roundup

Presented by the Town of

WATERFORD NY

September 10-12, 2021

www.tugboatroundup.com

Tug tours!
Boat rides!
Tug talks!
Fireworks!



SERIOUSLY EASY PRO TIPS FOR DINING AT HOME

Join award-winning food critic and James Beard Award judge Susie Davidson Powell for six weeks of easy entertaining with industry tricks from restaurant chefs and bartenders. Create affordable and delicious meals for one or a crowd. Master classic cocktails with modern twists or zero alcohol using ingredients from your kitchen and home bar. Kitchen Raid is packed with pro tips for fast, flexible recipes that will put a feast on the table whether you're dining in or entertaining friends.

SIX WEEKS FOR **\$19⁹⁵**

THE SIX SESSIONS INCLUDE:

- More than 90 recipes for fast plates and modern cocktails
- Chefs and bartenders demonstrate simple, flavorful ways they cook and entertain at home
- Scalable recipes to make with kitchen ingredients and pantry staples
- Mix-and-match options so base recipes can be used multiple ways
- Pro tips to punch up the flavors in popular dishes
- Beer and wine suggestions with every recipe
- Classic and modern cocktails to batch for a crowd

SIGN UP TODAY - THEFOODLIFE.CO

EXHIBITS

▼ CONTINUED FROM 5

exhibition exploring fantasy archetypes from Ancient Mesopotamia to today. The exhibition will outline eternal concepts within three sections; mythology, fairy tales and the timeless narratives of good versus evil, heroes and villains, told through paintings, etchings, drawings, and digital art created by imaginative artists from long ago to today. Through Oct. 31.

University Art Museum. University at Albany, 1400 Washington Ave., Albany. Well/Being: An Exhibition on Healing and Repair. <https://www.albany.edu/museum>. Artwork that addresses the complexities of daily life during this pandemic era. **Also,** I'll Be Your Mirror. The exhibition explores mediated representations of self in the newly launched Collections Study Gallery. Features artwork by Andreas Feininger, Katia Fos-

ter, Rachel Foulton, Jenny Kemp, Mary Ellen Mark, Dave McKenzie, Edward Steichen, and Andy Warhol. Through Dec. 11.

GALLERIES

Jack Shainman Gallery. 25 Broad St., Kinderhook. "Feed-back." jackshainman.com. Group exhibition that back and forth between the past, present and the future. Organized by Helen Molesworth. Through Oct. 30.

The Laffer Gallery. 96 Broad St., Schuylerville. David Miller. thelaffergallery.com. Paintings from the Saratoga Springs-based artist. Through Oct. 3.

Mandeville Gallery. Union College, 807 Union St., Schenectady. Alisa Sikellanos-Carter: In the Eye of Belonging. In her mixed media paintings, the upstate artist envisions a mythology that is centered on Black resistance and utilizes the body as a sight of alchemy and divinity. Artist reception 5 p.m.

Oct. 5. Through Jan. 9.

New York Folklore Gallery of New York Artists. 129 Jay St., Schenectady. "Angels and Icons." nyfolklore.org. An exhibit of original Greek Orthodox religious icons and original landscapes by artist Efthimios Stoja. Through October.

Opalka Gallery. Russell Sage College, 140 New Scotland Ave., Albany. Mohawk Hudson Region Exhibition. opalka.org. This fall, for the first time in its 85 year history, the Artists of the Mohawk Hudson Region Exhibition will be presented simultaneously in three locations: Albany Center Gallery (opens Sept. 10), Albany International Airport Gallery (opens Sept. 10) and the Opalka Gallery, Juror: Pamela Salisbury, owner, Pamela Salisbury Gallery in Hudson. Opens Tuesday at Opalka; awards reception 5-7 p.m. Sept. 17. Through Oct. 9.

Pamela Salisbury Gallery. 362 1/2 Warren St., Hudson.

Please see EXHIBITS 18 ►

Tugboat Roundup

Presented by the Town of

WATERFORD NY

September 10-12, 2021

www.tugboatroundup.com

Tug tours!
Boat rides!
Tug talks!
Fireworks!



THE WAIT IS OVER

The Garcia Project



Playing Full Jerry Garcia Band Sets

Friday, September 10 at 8pm

\$25 - \$28



The Timeless Hits of Bob Seger

Saturday, September 18 at 8pm

\$29 - \$37



COHOES
MUSIC HALL

TICKETS ON SALE NOW

www.thecohoesmusichall.org

TOWN OF WATERFORD GENERAL ACCOUNT 65 BROAD STREET WATERFORD, NY 12188	PIONEER COMMERCIAL BANK <small>50-1392 213</small>	33811								
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 25%;">CHECK NO.</th> <th style="width: 25%;">VENDOR NO.</th> <th style="width: 25%;">CHECK DATE</th> <th style="width: 25%;">CHECK AMOUNT</th> </tr> <tr> <td>0033811</td> <td>0000000305</td> <td>12/08/2021</td> <td>*****1,000.00</td> </tr> </table>			CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT	0033811	0000000305	12/08/2021	*****1,000.00
CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT							
0033811	0000000305	12/08/2021	*****1,000.00							
<p>*ONE THOUSAND AND 00/100 DOLLARS*****</p>										
<p>PAY TO THE ORDER OF</p>										
<p>ALBANY TIMES UNION HEARST CORPORATION P.O. BOX 80068 PRESCOTT, AZ 86304-8068</p>										
<p>VOID AFTER 180 DAYS</p>										
<p><i>Laurie Mancilla</i></p>										

FEDERAL RESERVE BOARD OF GOVERNORS REG. CC	BANK OF AMERICA, ALBANY	ALBANY TIMES - ADV FOR DEPOSIT ONLY
--	-------------------------	--

09/26/21

DESC: BUDGET CONF

DEBIT OR CREDIT AMOUNT
1,000.00

ALBANY TIMES UNION HEARST CORPORATION

12/08/2021 \$*****1,000.00

VOUCHER

TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188

VOUCHER #:

193017

DEPARTMENT

VDR #: 305

NAME & ADDRESS: HEARST CORPORATION
 ALBANY TIMES UNION
 P.O. BOX 80068
 PRESCOTT, AZ 86304

FUND APPROPRIATION	AMOUNT
CM3.7989.400	1000.00
	1,000.00

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

TERMS:

PURCHASE ORDER NO.

DATE	VENDOR'S INVOICE NO.	QTY.	DESCRIPTION	UNIT COST	AMOUNT
9/26/2021	4175137		2021 TUGBOAT ROUND UP DIGITAL ADS: 9/1/21-9/10/21		1000.00
					1000.00

DEPARTMENT APPROVAL

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

11/4/21 DATE
 [Signature] AUTHORIZED OFFICIAL

APPROVAL FOR PAYMENT

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

[Signature]

✓

Please detach. INCLUDE STATEMENT NUMBER IN ALL REMITTANCE and return above portion with your payment.



For information or questions about your bill, please call our Customer Service Department at 518-454-5595 from 8:30 AM to 5:00 PM or email us at billing@timesunion.com. Please send correspondence to Times Union, Credit Services Department, 4747 Southwest Freeway, Houston, TX 77027.
Rep: Heidi Gaschel 518-965-1714 Fed ID# - 13-0433120.

Credit Services Department, 4747 Southwest Freeway, Houston, TX 77027

STATEMENT OF ACCOUNT

Account Name	Account Number	Invoice Number	Invoice Date	Due Date	Amount Due
TOWN OF WATERFORD	600093360	600093360	09/01/2021 - 09/30/2021	10/20/2021	\$2,936.37

ADVERTISING INVOICE/STATEMENT

Date	Invoice Number	Description	Quantity	Rate	Amount
09/02/21	4174087-09022021	Balance Forward			686.37
		Preview-ROP Section	TAB 1/4 pg 3 co	1	500.00
		Invoice	1		
09/09/21	4174087-09092021	Preview-ROP Section	TAB 1/4 pg 3 co	1	500.00
		Invoice	1		
09/09/21	4174969-09092021	ROP-Local First-ROPTOWN OF WATERFORD SUPERVISOR'S OFFICE	1/4 pg	1	250.00
		Invoice	1		
09/26/21	4175137-09262021	Banner-Online Banner	PT		1,000.00
		Invoice	144		
		PREVIOUS AMOUNT OWED:	686.37		
		NEW CHARGES THIS PERIOD:	2,250.00		
		PAYMENTS RECEIVED THIS PERIOD:	0.00		
		DEBIT ADJUSTMENTS THIS PERIOD:	0.00		
		CREDIT ADJUSTMENTS THIS PERIOD:	0.00		
		FINANCE CHARGES THIS PERIOD:	0.00		
We Appreciate Your Business					

AGING SUMMARY

Current Amount	30 Days	60 Days	90 Days	120 Days	Unapplied Amount	Total Amount Due
\$2,250.00	\$750.00	\$0.00	0.00	\$0.00	\$63.63	\$2,936.37

A finance charge of 1.5% (18% per annum) applies to balances over 30 days. There will be a \$20 charge for all returned checks

305

Thank you, we value your business.

Debby Russell

From: Vignola, Melissa <mvignola@timesunion.com>
Sent: Thursday, November 4, 2021 10:10 AM
To: russelld@town.waterford.ny.us
Cc: Masters, Cira
Subject: RE: [EXTERNAL] RE: Times Union ads

The ads ran on timesuniion.com 9/1-9/10/21

From: Debby Russell <russelld@town.waterford.ny.us>
Sent: Thursday, November 4, 2021 9:45 AM
To: Vignola, Melissa <mvignola@timesunion.com>
Subject: [EXTERNAL] RE: Times Union ads

Melissa,

Can you give me the dates that these ran?

Thanks,

Debby

From: Vignola, Melissa <mvignola@timesunion.com>
Sent: Monday, November 1, 2021 10:11 AM
To: Masters, Cira <cmasters@timesunion.com>
Cc: russelld@town.waterford.ny.us; Gaschel, Heidi <Heidi.Gaschel@theadvertiser.us>
Subject: Times Union ads

Hi Debby,

Attached are the digital ads that ran that were sent in by Mary Stalker. We can only send screenshots of the ads on our website when they are still up and running and these ads have ended

Melissa

From: Masters, Cira <cmasters@timesunion.com>
Sent: Friday, October 29, 2021 9:58 AM
To: Gaschel, Heidi <Heidi.Gaschel@theadvertiser.us>; Vignola, Melissa <mvignola@timesunion.com>
Cc: Morrell, Jennifer <jmorrell@timesunion.com>
Subject: Re: [EXTERNAL]

Melissa:

Would you please attach the Town of Waterford's e tear sheet from their ad placement when you get a chance?

Thank you!

Cira

Sent from my iPhone

On Oct 29, 2021, at 9:22 AM, Gaschel, Heidi <Heidi.Gaschel@theadvertiser.us> wrote:

From: Gaschel, Heidi <Heidi.Gaschel@theadvertiser.us>
Sent: Friday, October 22, 2021 9:45 AM
To: russelld@town.waterford.ny.us
Subject: RE: [EXTERNAL]

Good Morning Debby-

I have forwarded your email to Cira Masters as when I looked up this ad in our system it is showing a banner ad for the Times Union. She should get back to you soon.

Thank you and have a great day.

Heidi

From: Debby Russell <russelld@town.waterford.ny.us>
Sent: Friday, October 22, 2021 9:15 AM
To: Gaschel, Heidi <Heidi.Gaschel@theadvertiser.us>
Subject: [EXTERNAL]

Heidi,

I'm hoping that you can help me. I need an ad copy for: 4175137 dated 9/26/21. All that's referenced on the statement is that it was an online banner?

Thank you,

Debby Russell
Supervisor's Office
Town of Waterford
(518) 235-8184
russelld@town.waterford.ny.us

Tugboat Roundup

Presented by the Town of WATERFORD NY

September 10-12, 2021

www.tugboatroundup.com

Tug tours!

Boat rides!

Tug talks!

Friday Fireworks!



Tugboat Roundup

www.tugboatroundup.com



Presented by the Town of
WATERFORD
September 10-12

Tug tours!
Boat rides!
Tug talks!
Fireworks!



Tugboat Roundup

w.tugboatroundup.com



Presented by the Town of
WATERFORD NY
September 10-12, 2021

Tug tours!
Boat rides!
Tug talks!
Friday Fireworks!





Tugboat Roundup

www.tugboatroundup.com



Presented by the Town of
WATERFORD

September 10-12, 2021

Tug tours!
Boat rides!
Tug talks!
Friday Fireworks!



TOWN OF WATERFORD GENERAL ACCOUNT 65 BROAD STREET WATERFORD, NY 12188		PIONEER COMMERCIAL BANK 50-1362 213		33528	
CHECK NO.	VENDOR NO	CHECK DATE	CHECK AMOUNT		
0033328	000001453	09/08/2021	\$*****500.00		
*FIVE HUNDRED AND 00/100 DOLLARS*****					
PAY TO THE ORDER OF					
IMPERIAL BROADCASTING 35D SARATOGA AVENUE WATERFORD, NY 12188					
VOID AFTER 180 DAYS					
<i>Kenneth Macle</i>					

FEDERAL RESERVE BOARD OF GOVERNORS REG. C/D

0101-4472 09100001 21300000 000000

PIONEER COMMERCIAL BANK

Imperial Broadcasting

07/26/21

2255

500.00

IMPERIAL BROADCASTING

09/08/2021 \$*****500.00

**TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188**

2929733

1453

**IMPERIAL BROADCASTING
29 SARATOGA AVENUE
WATERFORD, NY 12188**

PURCHASE
ORDER NO.

DATE 5/11/21 AUTHORIZED OFFICIAL Amrullah



✓

Imperial Broadcasting INVOICE

29 Saratoga Ave.
Waterford NY 12188
518-729-9060

INVOICE#2255
DATE: 7/26/2021

RECEIVED

AUG 9 - 2021

TOWN OF WATERFORD
SUPERVISORS OFFICE

Tugboat Round up

COMMENTS OR SPECIAL INSTRUCTIONS:
Payments due by 8/15/2021

SALESPERSON	P.O. NUMBER	REQUISITIONER	SHIPPED VIA	F.O.B. POINT	TERMS
-------------	-------------	---------------	-------------	--------------	-------

Art

Due on
receipt

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL
1	Full Page ad The Xperience Monthly August and Sept. 2021 Back cover Radio spots Social media Articles in The Sept. Xperience Monthly 9/11-9/12 live appearance at lock 2		

SUBTOTAL

TOTAL DUE \$500

Make all checks payable to Imperial Broadcasting
If you have any questions concerning this invoice, contact Art, art@radiatorradio.com, 518-729-9060

THANK YOU FOR YOUR BUSINESS!

<p>TOWN OF WATERFORD GENERAL ACCOUNT 65 BROAD STREET WATERFORD, NY 12188</p>	<p>PIONEER COMMERCIAL BANK</p>	<p>50-1382 213</p>	<p>33826</p>
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CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT
00033826	0000001570	12/08/2021	\$*****1,500.00

*ONE THOUSAND FIVE HUNDRED AND 00/100 DOLLARS*****

PAY TO THE ORDER OF

NEW YORK PRESS SERVICE, INC.
 621 COLUMBIA STREET EXT.
 COHOES, NY 12047

VOID AFTER 180 DAYS





For Deposit Only
New York Press Service Inc

For deposit only

DATE	INVOICE NO.	DESCRIPTION	NET INVOICE AMOUNT
08/24/21	2194	8/23/21-8/29/21	1,000.00
09/28/21	2255	9/06/21-9/12/21	500.00

NEW YORK PRESS SERVICE, INC.

12/08/2021 \$*****1,500.00

VOUCHER

**TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188**

VOUCHER #:

2330481

DEPARTMENT

VDR #: 1570

NAME & ADDRESS
NEW YORK NETWORK
621 COLUMBIA STREET EXT.
COHOES, NY 12047

FUND APPROPRIATION	AMOUNT
CM3.7889.400	1500.00
	1,500.00

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

TERMS:

PURCHASE
ORDER NO.

DATE	VENDOR'S INVOICE NO.	QTY.	DESCRIPTION	UNIT COST	AMOUNT
8/24/2021	2194		2021 TUGBOAT ROUND UP ADVERTISEMENT: 8/23/21-8/29/21		1000.00
9/28/2021	2255		2021 TUGBOAT ROUND UP ADVERTISEMENT: 9/6/21-9/12/21		500.00
					1500.00

DEPARTMENT APPROVAL

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

11/16/21
DATE AUTHORIZED OFFICIAL

APPROVAL FOR PAYMENT

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

[Signature]

✓

NY Network
621 Columbia Street Ext.
Cohoes, New York 12047
Phone: 518-464-6483 Fax: 518-464-6489

RECEIVED

NOV 10 2021

TOWN OF WATERFORD
SUPERVISORS OFFICE

INVOICE

August 24, 2021

Order: 21084WW1

Invoice# 2194

Attn: Mary Stalker
Waterford Events
1 Tugboat Alley
Waterford, New York 12188

Advertiser: Waterford Events

Brand:

Campaign

Client Order Number: 301867

Amount Due: \$1,000.00

Voice: 518-928-4376

Fax:

Please detach and return this portion with your payment

Waterford Events Invoice# 2194 P.O.#: Client Order Number: 301867

Run Date	Ad Size	Rate Type	Rate	Color Rate	Total	Discount	(%)	Amount after Discount	Page
NYPS - Capital Region (Cohoes, New York)									
08/23/2021	0.00	Special	\$1,000.00		\$1,000.00	\$0.00	(0.00%)	\$1,000.00	
Subtotal:	0.00		\$1,000.00	\$0.00	\$1,000.00	\$0.00		\$1,000.00	

Gross Advertising	\$1,000.00	Total Misc	\$0.00	Amount Paid	\$0.00
Agency Discount	\$0.00	Tax	\$0.00	Adjustments	\$0.00
Other Discount	\$0.00	Total Billed	\$1,000.00	Payment Date	
Service Charge	\$0.00	Unbilled	\$0.00	Balance Due	\$1,000.00

1516

8/23/21 - 8/29/21

Tugboat Roundup

Presented by the Town of *WATERFORD*NY

September 10-12, 2021

www.tugboatroundup.com

Tug tours!
Boat rides!
Tug talks!
Friday fireworks!
Family fun!



Carver
COMPANIES

NY Network
 621 Columbia Street Ext.
 Cohoes, New York 12047
 Phone: 518-464-6483 Fax: 518-464-6489

RECEIVED
RECEIVED
 NOV 8 - 2021

TOWN OF WATERFORD
 SUPERVISORS OFFICE

INVOICE

September 28, 2021

Order: **21092WW0**

Invoice# **2255**

Attn: **Mary Stalker**
Waterford Events
1 Tugboat Alley
Waterford, New York 12188

Voice: 518-928-4376

Fax:

Advertiser: **Waterford Events**

Brand:

Campaign

Client Order Number: **301868**

Amount Due: \$500.00

Please detach and return this portion with your payment

Waterford Events Invoice# 2255 P.O.#: Client Order Number: 301868

Run Date	Ad Size	Rate Type	Rate	Color Rate	Total	Discount	(%)	Amount after Discount	Page
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FCPNY-Capital Region (Cohoes, New York)

09/06/2021	0.00	Special	\$500.00		\$500.00	\$0.00	(0.00%)	\$500.00	
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Subtotal:	0.00		\$500.00	\$0.00	\$500.00	\$0.00		\$500.00	
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Gross Advertising	\$500.00	Total Misc	\$0.00	Amount Paid	\$0.00
Agency Discount	\$0.00	Tax	\$0.00	Adjustments	\$0.00
Other Discount	\$0.00	Total Billed	\$500.00	Payment Date	
Service Charge	\$0.00	Unbilled	\$0.00	Balance Due	\$500.00

1510

9/4/21 - 9/12/21

Tugboat Roundup

Presented by the Town of WATERFORD NY

September 10-12, 2021
www.tugboatroundup.com

Tug tours!
Boat rides!
Tug talks!
Fireworks!



<p>TOWN OF WATERFORD GENERAL ACCOUNT 65 BROAD STREET WATERFORD, NY 12188</p>	<p>PIONEER COMMERCIAL BANK <small>50-1291 213</small></p>	<p style="font-size: 24pt; font-weight: bold;">33732</p>								
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 20%;">CHECK NO</th> <th style="width: 20%;">VENDOR NO</th> <th style="width: 20%;">CHECK DATE</th> <th style="width: 40%;">CHECK AMOUNT</th> </tr> <tr> <td>00033732</td> <td>000001566</td> <td>11/04/2021</td> <td>\$*****1,833.00</td> </tr> </table>			CHECK NO	VENDOR NO	CHECK DATE	CHECK AMOUNT	00033732	000001566	11/04/2021	\$*****1,833.00
CHECK NO	VENDOR NO	CHECK DATE	CHECK AMOUNT							
00033732	000001566	11/04/2021	\$*****1,833.00							
<p>*ONE THOUSAND EIGHT HUNDRED AND 00/100 DOLLARS*****</p>										
<p>PAY TO THE ORDER OF</p>										
<p>PAMAL BROADCASTING LTD. P.O. 1340 WILLISTON, VT 05495-1340</p>										
<p>VOID AFTER 180 DAYS</p>										
<p><i>[Signature]</i></p>										

<p style="writing-mode: vertical-rl; transform: rotate(180deg);">FEDERAL RESERVE BOARD OF GOVERNORS REG. NO. 00</p>	<p>Credit To The Account Of With Named Payee Prior Endorsement Guaranteed 110021 TD BANK Williston LBX Client 238 BatNum 545 214011-018</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">REG. NO. 00</p>
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09/30/21 285-13249

1,800.00

PAMAL BROADCASTING LTD.

11/04/2021 \$*****1,800.00

**TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188**

VDR #;
NAME
AND
ADDRESS

**1566
PAMAL BROADCASTING LTD
P.O. BOX 1340
WILLISTON, VT 05495-1340**

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

DATE	VENDOR'S INVOICE NO.	QTY.	DESCRIPTION	UNIT COST	AMOUNT
9/30/2021	285-13249		ADVERTISING FOR 2021 TUGBOAT ROUNDUP MAGIC 590 AM/100.5 FM 9/1/2021 - 9/11/2021		
			TOTAL AMOUNT DUE		\$1,800.00
					\$1,800.00

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

10/12/21 *dmauer*
DATE AUTHORIZED OFFICIAL

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

[Handwritten signature]

✓

#1566

Invoice / Affidavit

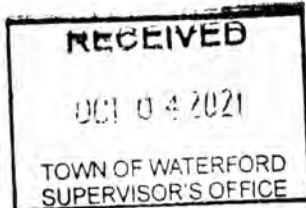
Remit To:
Pamal
PO Box 1340
Williston, VT 05495-1340



We warrant that the broadcast information shown on this invoice was taken from the program logs

BILL TO:

Jeff Clearv
TOWN OF WATERFORD
65 Broad Street.
Waterford, NY 18188



Broadcast Month	Invoice Date	Print Date
September 2021	Sep. 30, 2021	Oct. 01, 2021
Contract Number	Invoice Number	Page
7580	285-13249	1
Revenue Type		
LOCAL DIRECT		
Product		
Tugboat Roundup 2021		

Station	Advertiser		Sales Rep		Agency C#	
WROW-AM	TOWN OF WATERFORD		MR HOUSE			
Date	Len	Time		Qty	Rate	Total
		50x streaming	Billing		\$100.00	\$100.00
		Remote Fee	Billing		\$250.00	\$250.00
		Talent Fee	Billing		\$150.00	\$150.00
		Logo & Link	Billing		\$100.00	\$100.00
TOWN OF WATERFORD/TUGBOAT ROUNDUP			TUGBOAT ROUNDUP			
09/01/21	30	10A-3P	11:16:06 AM	1	\$25.00	\$25.00
		3P-7P	06:40:59 PM	1	\$30.00	\$30.00
		6A-10A	06:50:08 AM	1	\$30.00	\$30.00
		7P-12A	07:38:43 PM	1	\$15.00	\$15.00
09/02/21	30	10A-3P	10:46:08 AM	1	\$25.00	\$25.00
		3P-7P	05:15:58 PM	1	\$30.00	\$30.00
		6A-10A	09:16:05 AM	1	\$30.00	\$30.00
09/03/21	30	10A-3P	01:51:25 PM	1	\$25.00	\$25.00
		3P-7P	05:51:17 PM	1	\$30.00	\$30.00
		6A-10A	06:19:25 AM	1	\$30.00	\$30.00
09/04/21	30	ROS	10:40:56 AM	1	\$15.00	\$15.00
09/05/21	30	ROS	11:38:00 AM	1	\$15.00	\$15.00
09/06/21	30	10A-3P	01:44:30 PM	1	\$25.00	\$25.00
		3P-7P	03:14:57 PM 06:37:22 PM	2	\$30.00	\$60.00
		6A-10A	07:51:03 AM	1	\$30.00	\$30.00
		7P-12A	07:17:31 PM	1	\$15.00	\$15.00
09/07/21	30	10A-3P	11:15:18 AM 12:16:27 PM	2	\$25.00	\$50.00
		3P-7P	04:16:54 PM	1	\$30.00	\$30.00
		6A-10A	06:22:10 AM 08:45:34 AM	2	\$30.00	\$60.00
		7P-12A	07:37:22 PM	1	\$15.00	\$15.00
09/08/21	30	10A-3P	10:47:22 AM 02:14:33 PM	2	\$25.00	\$50.00
		3P-7P	05:16:56 PM 06:16:02 PM	2	\$30.00	\$60.00
		6A-10A	07:19:25 AM 08:54:37 AM	2	\$30.00	\$60.00
		7P-12A	07:14:21 PM	1	\$15.00	\$15.00
09/09/21	30	10A-3P	10:14:06 AM 02:45:41 PM	2	\$25.00	\$50.00
		3P-7P	04:50:06 PM 05:51:03 PM	2	\$30.00	\$60.00
		6A-10A	06:51:12 AM	1	\$30.00	\$30.00
		7P-12A	08:13:33 PM	1	\$15.00	\$15.00
09/10/21	30	10A-3P	11:45:14 AM 12:44:41 PM	2	\$25.00	\$50.00
		3P-7P	03:18:08 PM	1	\$30.00	\$30.00
		6A-10A	08:22:03 AM 09:17:05 AM	2	\$30.00	\$60.00
		7P-12A	08:18:16 PM	1	\$15.00	\$15.00

Invoice / Affidavit

Remit To:
Pamal
PO Box 1340
Williston, VT 05495-1340



We warrant that the broadcast information shown on this invoice was taken from the program logs.

BILL TO:

Jeff Clearv
TOWN OF WATERFORD
65 Broad Street
Waterford, NY 18188

Broadcast Month	Invoice Date	Print Date
September 2021	Sep. 30, 2021	Oct. 01, 2021
Contract Number	Invoice Number	Page
7580	285-13249	2
Revenue Type		
LOCAL DIRECT		
Product		
Tugboat Roundup 2021		

Station	Advertiser	Sales Rep	Agency C#
WROW-AM	TOWN OF WATERFORD	MR HOUSE	

Date	Len	Time	Qty	Rate	Total
------	-----	------	-----	------	-------

TOWN OF WATERFORD/REMOTE 1

REMOTE 1

09/11/21	30	REMOTE	10:13:20 AM	1	\$30.00	\$30.00
----------	----	--------	-------------	---	---------	---------

TOWN OF WATERFORD/REMOTE 2

REMOTE 2

09/11/21	30	REMOTE	10:43:40 AM	1	\$30.00	\$30.00
----------	----	--------	-------------	---	---------	---------

TOWN OF WATERFORD/REMOTE 3

REMOTE 3

09/11/21	30	REMOTE	10:13:20 AM	1	\$30.00	\$30.00
----------	----	--------	-------------	---	---------	---------

TOWN OF WATERFORD/REMOTE 4

REMOTE 4

09/11/21	30	REMOTE	11:43:10 AM	1	\$30.00	\$30.00
----------	----	--------	-------------	---	---------	---------

Actual Occasions	46
------------------	----

Gross	\$1,800.00
-------	------------

Payments/Adjustments	\$0.00
----------------------	--------

Total Due	\$1,800.00
-----------	------------

Thank you for your business.

Payment Terms: Net 30

** Please include the entire Invoice # on your check **

** Please exhibit the Invoice # on your check as xxx-xxxxx**

Pamal Broadcasting Ltd. does not discriminate in the sale or scheduling of advertising time based on race or ethnicity and does not accept advertising intended to do so. This schedule constitutes your certification that you are not buying air time based on such a discriminatory intent.

TOWN OF WATERFORD GENERAL ACCOUNT 65 BROAD STREET WATERFORD, NY 12188	PIONEER COMMERCIAL BANK	50-1392 213	33830								
	<table border="1"> <thead> <tr> <th>CHECK NO.</th> <th>VENDOR NO.</th> <th>CHECK DATE</th> <th>CHECK AMOUNT</th> </tr> </thead> <tbody> <tr> <td>00033830</td> <td>0000001565</td> <td>12/08/2021</td> <td>*****230.30</td> </tr> </tbody> </table>			CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT	00033830	0000001565	12/08/2021	*****230.30
	CHECK NO.	VENDOR NO.	CHECK DATE	CHECK AMOUNT							
00033830	0000001565	12/08/2021	*****230.30								
*TWO HUNDRED AND 00/100 DOLLARS*****											

PAY TO THE ORDER OF

PAMAL BROADCASTING LTD.
 P.O. 1340
 WILLISTON, VT 05495-1340

VOID AFTER 180 DAYS

Ramona M. Wallace

INCOME TAX

Credit To The Account Of Within Named Payee
Prior Endorsement Guaranteed 121421 TD BANK

Wilton LBX Client 238 BatNum 589 214069-015

FEDERAL RESERVE BOARD OF GOVERNORS REG. CC

08/31/21 285-13167

VOUCHER

OF BUDGET CODE

NET INVOICE AMOUNT
200.00

PAMAL BROADCASTING LTD.

12/08/2021 \$*****200.00

VOUCHER

TOWN OF WATERFORD
65 BROAD STREET
WATERFORD, NY 12188

VOUCHER #:

2030481

DEPARTMENT

VDR #:
NAME
AND
ADDRESS

1566
PAMAL BROADCASTING LTD
P.O. BOX 1340
WILLISTON, VT 05495-1340

FUND APPROPRIATION	AMOUNT
CM3.7989.400	\$200.00
	\$200.00

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

TERMS:

PURCHASE
ORDER NO.

DATE	VENDOR'S INVOICE NO.	QTY.	DESCRIPTION	UNIT COST	AMOUNT
8/31/2021	285-13167		ADVERTISING FOR 2021 TUGBOAT ROUNDUP MAGIC 590 AM/100.5 FM 8/30/2021 - 8/31/2021		
			TOTAL AMOUNT DUE		\$200.00
					\$200.00

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 OFFICIAL

APPROVAL FOR PAYMENT

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

✓

Invoice / Affidavit

Remit To:
 Pamal Broadcasting, Ltd.
 PO Box 1340
 Williston, VT 05495-1340



We warrant that the broadcast information shown on this invoice was taken from the program logs

BILL TO:

Jeff Clearv
 TOWN OF WATERFORD
 65 Broad Street.
 Waterford, NY 18188

Broadcast Month August 2021	Invoice Date Aug. 31, 2021	Print Date Nov. 09, 2021
Contract Number 7580	Invoice Number 285-13167	Page 1
Revenue Type LOCAL DIRECT		
Product Tugboat Roundup 2021		

Station WROW-AM	Advertiser TOWN OF WATERFORD	Sales Rep MR HOUSE	Agency C#
Date	Len	Time	Qty
			Rate
			Total

Tape Name: TOWN OF WATERFORD/TUGBOAT ROUNDUP

ISCU TUGBOAT ROUNDUP

08/30/21	30	10A-3P	12:46:53 PM	1	\$25.00	\$25.00
		3P-7P	03:46:27 PM	1	\$30.00	\$30.00
		6A-10A	07:18:06 AM	1	\$30.00	\$30.00
		7P-12A	07:11:38 PM	1	\$15.00	\$15.00
08/31/21	30	10A-3P	02:46:45 PM	1	\$25.00	\$25.00
		3P-7P	04:17:12 PM	1	\$30.00	\$30.00
		6A-10A	08:23:12 AM	1	\$30.00	\$30.00
		7P-12A	08:15:14 PM	1	\$15.00	\$15.00

Thank you for your business.

Payment Terms: Net 30

** Please include the entire Invoice # on your check **

** Please exhibit the Invoice # on your check as xxx-xxxxx **

Pamal Broadcasting Ltd. does not discriminate in the sale or scheduling of advertising time based on race or ethnicity and does not accept advertising intended to do so. This schedule constitutes your certification that you are not buying air time based on such a discriminatory intent.

Actual Occasions	8
Gross	\$200.00
Payments/Adjustments	\$0.00
Total Due	\$200.00



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: Administration

DATE: 1.27.22

RE: Presentation and Funding Request

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)
Increase Revenue: A-0599.B Appropriated Fund Balance; Increase Expense: A.90.900-8492 Local Assistance

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 Funding in the amount of \$1,500,000 to Hudson Valley Community College in Support of the HVCC North project to support the construction of a new facility at the TEC-SMART Campus in the Town of Malta.

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):
Please see attached information provided by HVCC.

HVCC North Project Summary

Hudson Valley Community College (HVCC) is requesting funding from Saratoga County to support the construction of a new 2-story, 14,500 sq ft facility to be built adjacent to HVCC's Training and Education Center for Semiconductor Manufacturing and Alternative and Renewable Technologies (TEC-SMART) in Malta, NY.

This expanded campus, to be called HVCC North, will include specialized labs for microbiology, anatomy and physiology, chemistry and biology, along with state-of-the-art classrooms, student support space and offices.



In addition, HVCC will make improvements to the existing TEC-SMART building that includes:

- Renovating two classrooms and two labs for the Electrical Construction and Maintenance (A.O.S.) program.
- Renovating two existing general education classrooms for the Heating, Air Conditioning, Refrigeration Technical Services (A.O.S.) program.
- Updating computer labs to offer courses in augmented/virtual reality, artificial intelligence and machine learning as part of the college's Computer Information Systems programs.
- Outfitting the mock clean room with world-class semiconductor equipment and labs with vacuum training and radio frequency training systems.



The new HVCC North Campus will enable the college to increase enrollment in high demand programs by 20%; create opportunities for more graduates to enter the high-demand healthcare, STEM and skilled trades fields more quickly, and serve 1,200 students across more than 30 academic programs in Saratoga County.

HVCC North Project Summary

Project Budget:

Sources:

SUNY 2020	\$	2,000,000
REDC	\$	2,500,000
HVCC Foundation	\$	2,500,000
NYS Matching Funds	\$	4,000,000
Saratoga County (Proposed)	\$	1,500,000
TOTAL	\$	12,500,000

Uses:

Construction	\$	8,750,000
Equipment	\$	1,500,000
Demolition and Site Work	\$	400,000
Fees	\$	950,000
Contingencies	\$	900,000
TOTAL	\$	12,500,000

Project Benefits:

- HVCC NORTH will allow the college to serve additional students in programs that are currently at or near full capacity and meet a critical industry demand for talent and skilled labor.
- Additional and renovated facilities will allow students to begin general education courses for high demand programs, introduce new short-term non-credit workforce training programs, and create for a more complete extension center with shared spaces for students, faculty and industry partners.
- This expansion will serve approximately 1,190 Hudson Valley Community College and Early College High School students in over 30 programs.
- HVCC North will host the GlobalFoundries Workforce Training and Apprenticeship Center, created through a philanthropic gift of \$500,000, which includes specialized equipment for workforce training.

Workforce Demand:

- According to the New York State Department of Labor, significant job growth is projected throughout the Capital Region – 54,660 new jobs or 9% growth in all sectors through 2028.

HVCC North Project Summary

- Employment in STEM jobs in the Capital Region is expected to grow by 3,880, or 21.8%, between 2012 and 2022.
- By 2024, the combined total jobs in the skilled trades in the state is expected to grow by 116,270, or 17.0%.
- Employment in healthcare occupations is projected to grow 16 percent from 2020 to 2030, much faster than the average for all occupations, adding about 2.6 million new jobs.

Economic Impact:

- According to a recent economic impact study conducted by EMSI, HVCC added **\$57.8 million** in income to the Saratoga County economy, a value approximately equal to **0.5%** of the county's total gross regional product (GRP). Expressed in terms of jobs, HVCC's impact supported **671** county jobs. For perspective, the activities of HVCC and its students support one out of every **182** jobs in Saratoga County.
- Operations spending: HVCC employed 976 full-time and part-time faculty and staff in FY 2017- 18, 10% of whom lived in Saratoga County. These employees purchased groceries, clothing, and other household goods and services. The college spent another \$563.2 thousand in the county on day-to-day expenses related to facilities, supplies, and professional services.
- Student spending: Around 8% of credit students attending HVCC originated from outside the college's service area. Some of these students relocated to Saratoga County. In addition, some in-county students would have left Saratoga County for other educational opportunities if not for HVCC. These relocated and retained students spent money on groceries, mortgage and rent payments, and so on at county businesses. The expenditures of relocated and retained students in FY 2017-18 added **\$2.7 million** in income to the Saratoga County economy.
- Alumni impact: Over the years, students have studied at HVCC and entered or re-entered the workforce with newly-acquired knowledge and skills. Today, many of these former students are employed in Saratoga County. The net impact of HVCC's former students currently employed in the Saratoga County workforce amounted to **\$55.1 million** in added income in FY 2017-18.

Saratoga County Board of Supervisors Economic Development Committee Presentation

2021 Review
February, 2 2022



Continuing to Build upon our Legacy of Economic Development Success for Over 43 Years



PROMOTE. RETAIN. *GROW.*

Advance Saratoga: 3 GOALS



Advance Saratoga: Target Industries



- ❖ Semiconductor:
 - Advanced Materials Manufacturing
 - Advanced Materials Supply Chain
- ❖ Food & Beverage Production
- ❖ Warehouse/Distribution
- ❖ Light Manufacturing
- ❖ Corporate Headquarters

Making An Impact With Stakeholders Investment



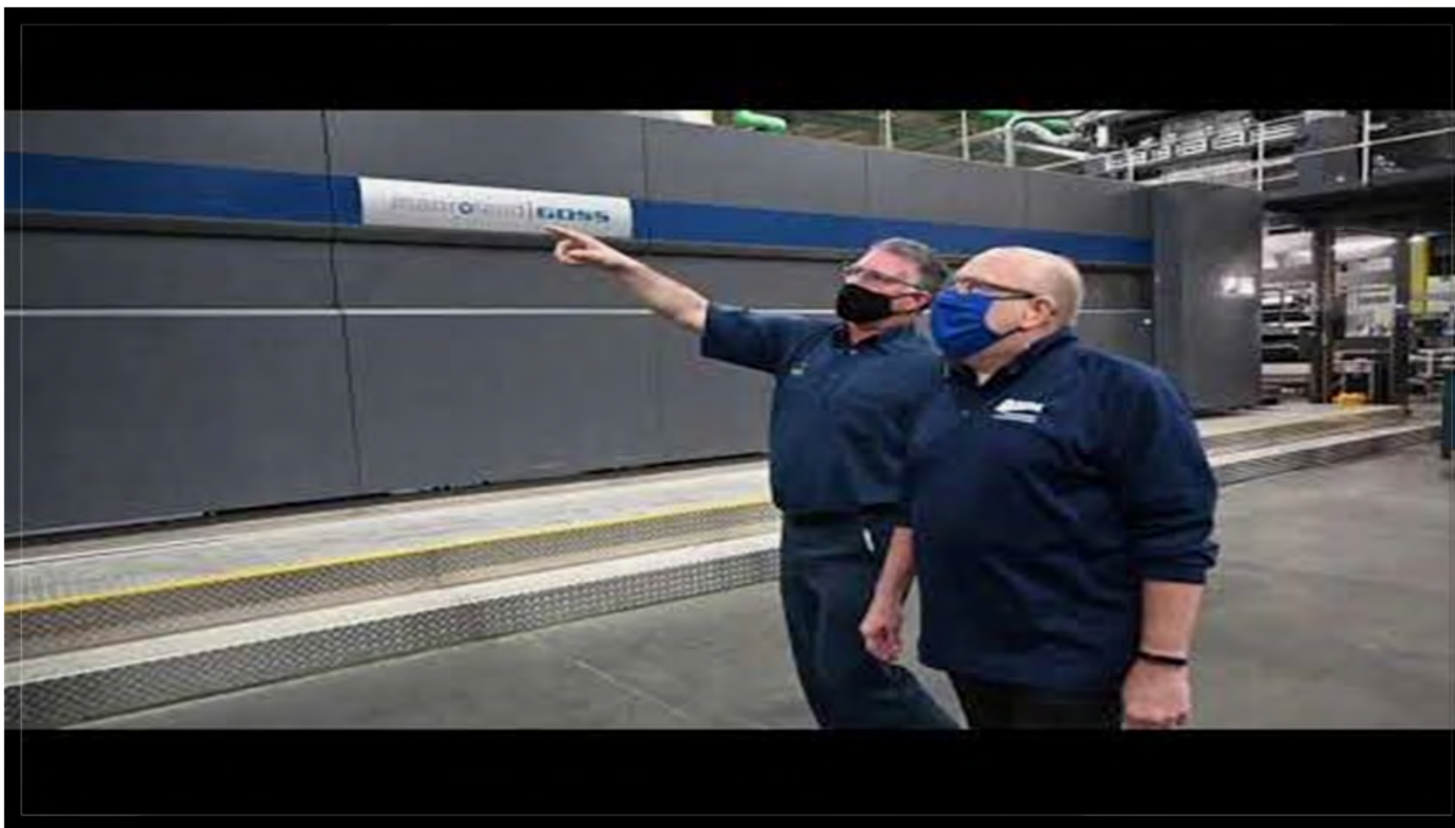
RETURN ON INVESTMENT

Every \$1 invested in SEDC.....produced \$130 of project investment

**SEDC's efforts, in tandem with Member support,
produced tangible investment for Saratoga County in 2021**

- \$110.3 Million Project Investment
- \$11.5 Million New Payroll
- 182 New Jobs Created
- 32 Retained Jobs Secured

Making An Impact With Stakeholders Investment



PROMOTE. RETAIN. *GROW.*

[Click here to play Video](#)

Advance Saratoga: 2021 Results



	SEDC 2021 Projects	Investment	Retained	Created	New Payroll
1	Saratoga Auto Supply NAPA	3,500,000	12	20	2,118,621
2	DCG Wood Road SPEC	5,555,000	0	36	1,440,000
3	TriNova HQ	3,651,200	20	9	765,000
4	Wright Electric	250,000	0	15	1,125,000
5	15 Synergy Park Drive	3,425,000	0	22	1,100,000
6	DeCrescente - Best Ave. Project Cost Increase	9,865,000	0	5	240,000
7	Summit at Halfmoon	22,199,996	0	5	200,000
8	Green Mountain Electric	6,200,000	0	25	1,250,000
9	Park Place on the Peninsula	43,700,000	0	3	250,000
10	Arnoff Moving & Storage - 120 MSF New Building	12,000,000	0	42	3,023,378
	Totals	\$110,346,196	32	182	\$11,511,999

Advance Saratoga: 2021 Results



Saratoga Auto Supply awarded tax incentives for \$3.5 million expansion

Jun 16, 2021, 1:55pm EDT

\$22 million Halfmoon senior housing project wins tax incentives

Nov 23, 2021, 2:31pm EST

DCG Development seeks tax incentives on \$5.6 million warehouse project

Jun 7, 2021, 9:07am EDT

DCG Development is seeking \$798,000 in tax incentives on a proposed 71,000-square-foot warehouse and manufacturing space expansion at the Tech Valley Flex Park near Route 9 in Clifton Park.

The \$5.6 million expansion would double the amount of

Vermont company awarded \$338,000 in tax incentives for Clifton Park expansion

Nov 12, 2021, 4:53pm EST

Green Mountain Electric Vermont was awarded incentives as they square-foot warehouse into a wire cutting assembly plant.

The family-owned alarm system purchaser St. in March

DeCrescente Distributing expands with acquisition of former industrial property

Feb 11, 2021, 10:35am EST

DeCrescente Distributing acquired 200,000 square feet of industrial property in Patensauville, New York. The property was previously owned by Stillwell and Associates.



ROBIN K. COOPER: DCG Development is preparing to nearly double the amount of manufacturing and light manufacturing space at the Tech Valley Flex Park in Clifton Park.

Arnoff wins approval for \$15 million Malta campus expansion

Nov 24, 2021, 12:38pm EST

Arnoff Global Logistics won approval to construct a \$15 million, 120,000-square-foot addition to its Malta campus on Tuesday.



ARNOFF GLOBAL LOGISTICS: The Arnoff campus has grown significantly since 2016.

Tax incentives approved for \$44 million Mohawk River apartment project

Oct 19, 2021, 2:04pm EDT

The former operator of Krause's Restaurant and Grove was awarded \$2.8 million in tax incentives for a proposed \$44 million Mohawk River apartment complex in Halfmoon.

Gail Krause and business partner Jeffrey Gordon, co-owner of Gordon Cos. in Albany, plan to start construction next spring of 150 market-rate apartments along Beach Road at the southern tip of Saratoga County.



GAIL KRAUSE: A rendering of the planned Park Place on the Peninsula in Halfmoon.

The 36-acre site includes land formerly owned by the New York state, plus 17 acres that formerly housed cabins, a restaurant and a catering business operated by the Krause family for nearly 60 years.

Legacy Of Economic Development Success

5-Year Results



2017-2021

	<u>Investment</u>	<u>Jobs Retained</u>	<u>Jobs Created</u>	<u>New Payroll</u>
2017	\$ 21,194,200	171	99	\$ 7,880,000
2018	\$ 22,625,000	136	300	\$24,035,000
2019	\$ 12,372,500	38	130	\$10,685,000
2020	\$121,354,627	698	447	\$26,791,000
2021	\$110,346,196	32	182	\$11,512,000
TOTAL	\$287,892,623	1,075	1,158	\$80,903,000



PROMOTE. RETAIN. *GROW.*

FDI 2021



Quarter 1: Targeted and contacted vetted companies referred by Irish Embassy and support organizations

Quarter 2: Traveled to D.C. with TradeBright team
Engagement with IBO NY
Outreach to New Belfast region of Ireland

Quarter 3: US-Ireland Business Partnership event in D.C. at Irish Ambassador's Residence

Quarter 4: Reception with Ireland businesses for intro to target industries in D.C.

Coming 2022: Ireland Delegation visit to Saratoga (20 to 30 companies)



PROMOTE. RETAIN. *GROW.*

Photo of the day in The Irish Echo

FDI 2021



Irish Tenor Anthony Kearns performed October 21 at the Washington, D.C. residence of Irish Ambassador to the United States Dan Mulhall. About 60 guests gathered to celebrate the enduring bonds between the U.S. and Ireland, the more traditional ones, and the more recent represented by strong business ties.



PROMOTE. RETAIN. *GROW.*

Economic Development RETENTION RESOURCES



- **SEDCC Assists Employers to Invest Locally**
 - **SEE Saratoga Real Estate Selection Tool for Targeted Site Selector Outreach and Surveys**
 - **Providing Current Program, Grant and Incentive Information**
 - **International Trade Opportunities**
 - **Recruitment Trips**
 - **National Grid/NYSEG Partnerships**

Economic Development RETENTION RESOURCES



PROMOTE. RETAIN. *GROW.*

[Click here to play video](#)

Economic Development RETENTION RESOURCES



PROMOTE. RETAIN. *GROW.*

[Click here to play video](#)

Stakeholder Engagements

Keeping Connected



Coffee Connectors, Info & Intros, and Economic Summit Sessions

- Keeping SEDC members and community leaders connected during our industry specific networking virtual events
- Information sharing sessions held monthly to discuss industry trends, workplace needs and business opportunities
- Continual personal outreach to members addressing issues and engaging regional resources
- Promoting industry expertise of SEDC members through multiple channels and personal introductions

Advance Saratoga: Build and Strengthen Workforce Capacity



- Partnered in launching WSWHE BOCES Marine Technology Program
- Created a world class video spotlighting our regional educational ecosystem
- Implemented a virtual webinar program with educational leaders to an international audience
- Connected SEDC colleagues to address immediate workforce needs
- Communicated SEDC member resources to keep essential businesses operating safely during COVID-19
- Provided imperative Human Resources and Legal guidelines from SEDC industry experts

Advance Saratoga: Looking Ahead



2022 Initiatives



PROMOTE. RETAIN. *GROW.*

Advance Saratoga: Looking Ahead



- **TARGET INDUSTRIES: SMALL MANUFACTURING, ADVANCED MANUFACTURING, FOOD & BEVERAGE, WAREHOUSE DISTRIBUTION AND CORPORATE HEADQUARTERS**
- **OVER 65 ACTIVE PROJECTS ON OUR RADAR**
- **\$1.2 BILLION+ POTENTIAL INVESTMENT**
- **FDI – IRELAND ATTRACTION MARKETING**
- **CONTINUE TO ENHANCE STAKEHOLDER ENGAGEMENT INITIATIVES**





Thank You



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: Dennis Brobston, President - SEDC

DATE: 1/28/22

RE: 3rd & 4th Quarter 2021 Payments for 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 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 issuance of the 3rd and 4th quarter payments of 2021 to SEDC in the amount of \$69,189.01 for marketing and promotional services.
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):
See attached supporting documentation



~~10/19/21~~

SARATOGA COUNTY BOARD OF SUPERVISORS

2022
RESOLUTION ~~283 - 2021~~

Introduced by Supervisors ~~Barrett, Gaston, Grasso, Schopf, Tollisen, Winney and~~ *Tollisen, Grasso, Hammond, Schopf, Veitch, Veitch, Wood*
~~Wood~~

Third + Fourth Quarters
AUTHORIZING THE ISSUANCE OF A ~~SECOND QUARTER~~ 2021
PAYMENT TO SARATOGA ECONOMIC DEVELOPMENT CORPORATION
FOR MARKETING AND PROMOTION SERVICES

WHEREAS, pursuant to Resolution 252-2020, as amended by Resolution 276-2020, this board authorized the Chairman to enter into an agreement with Saratoga Economic Development Corporation ("SEDC") 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, to be made in quarterly payments of \$37,500 upon submission of a proper voucher and documentation consisting of copies of SEDC's 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; and

WHEREAS, our Economic Development Committee has received and reviewed said documentation for the ~~second~~ *Third + Fourth* quarter of 2021 and has recommended that the payment of ~~\$37,500~~ *\$69,189.01* be made to Saratoga Economic Development Corporation for the provision of marketing services for the promotion of the benefits of conducting business operations in the County of Saratoga.

Third + Fourth
BUDGET IMPACT STATEMENT: No budget impact. *Funds are included in the 2021 budget.*

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 County Funding Expenditures		

<u>VENDOR</u>		<u>AMOUNT</u>
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Q4-2021:		
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Kirsten Fedewa & Associates	Ireland Embassy Event Sponsor	\$ 15,000.00
FedEx	Sponsor Submission	\$ 87.91
Business Facilities LiveXchange	ED Conference Sponsor	\$ 15,320.00
Center for Economic Growth	Member Investment	\$ 2,500.00
Normandin Marketing	Website Design/Development	\$ 3,750.00
Pepe Productions	Video Production	\$ 9,600.00
Interactive Media	SEE Saratoga	\$ 166.25
Interactive Media	FDI Website	\$ 47.50
Expenses/Dennis Brobston	Irish Embassy Event/October	\$ 1,485.35
Expenses/Tori Riley	Irish Embassy Event/October	\$ 716.52
Expenses/Dennis Brobston	Washington D.C./December	\$ 763.92
(Saratogaian/Times Union/Gazette/Bloomberg)	Subscriptions	\$ 395.95
Free Conference Call	Annual Subscription	\$ 72.00
Constant Contact	Annual Subscription	\$ 960.00
Zoom	Annual Subscription	\$ 352.16
Transfer Big Files	Subscription Fee	\$ 76.00
Zamzar	Subscription Fee	\$ 81.00

\$ 51,374.56

STAFF HOURS		
Dennis Brobston	174 Hours @ \$78.04/Hour	\$ 13,578.96
Tori Riley	83 Hours @ \$51.03/Hour	\$ 4,235.49

\$ 17,814.45

GRAND TOTAL

\$ 69,189.01

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

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	28	18	35	35	53	33	22	23	47	386
Investor Relations													
Membership	23	28	23	21	17	16	22	7	22	4	2	16	201
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	2	0	2	0	88
Prospects													
Attraction	43	49	47	51	28	52	13	28	28	46	55	47	486
Retention	24	22	20	28	19	31	5	11	9	22	25	19	235
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	6	11	13	0	0	55
#3 County Mktg. Contract	9	8	0	1	5	27	16	34	33	50	24	19	225
Community Development	0	3	1	22	10	2	0	2	11	3	0	3	57
Holidays	14	7	0	0	7	0	7	0	7	7	21	14	84
Medical Time	0	0	0	0	0	0	0	0	7	1	0	0	8
Personal	0	0	0	0	0	0	0	0	0	0	14	0	14
Vacation	0	0	0	7	18	0	49	35	0	0	0	11	120
Total:	160	151	169	163	163	191	160	176	163	167	166	176	2,005

386 19.62%

1,354 68.90%

226 11.48%

1,985 88.52%

225 Less 51 previously submitted = 174

SEDC Time Sheet Report**TOTALS 2021**

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Administration	TOTAL	0	0	0	3	0	0	0	6	0	0	6	13
Investor Relations													
Membership	42	28	31	29	43	39	33	25	36	28	35	48	412
Small Business Assistance	0	6	3	0	0	0	0	0	0	0	6	2	17
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	19	32	24	36	358
Retention	33	21	30	30	18	27	12	9	15	14	2	9	218
SEDC Projects													
#1 Videos/Website	27	48	37	40	13	37	56	35	26	9	14	33	371
#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	53	17	13	351
Community Development	5	0	17	12	12	0	0	1	7	12	9	10	84
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	7	38	0	136
Personal	0	0	8	0	0	0	28	9	0	3	0	0	48
Vacation	0	0	0	0	35	0	0	21	0	10	0	0	66
Total:	180	179	206	188	179	216	183	176	171	172	166	170	2,183

13 0.60%

1,814 83.63%

342 0.00%

2169 84.23%

351 Less 268 previously submitted = 83

**SARATOGA ECONOMIC DEVELOPMENT
CORPORATION**

FINANCIAL STATEMENTS

AND SUPPLEMENTARY INFORMATION

YEARS ENDED DECEMBER 31, 2020 AND 2019

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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, 2020 and 2019, 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, 2020 and 2019, 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

September 30, 2021



Fredette, Sankowski, Woodcock & Company

Certified Public Accountants

www.fsandco.com

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2020 AND 2019

ASSETS

CURRENT ASSETS	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 212,135	194,301
Accounts receivable	173,975	83,545
Memberships receivable	40,934	44,033
Current portion of unconditional promise to give, with restrictions	29,224	229,970
Prepaid expense	<u>7,622</u>	<u>8,513</u>
Total current assets	<u>463,890</u>	<u>560,362</u>
 PROPERTY AND EQUIPMENT		
At cost, less accumulated depreciation of \$349,866 and \$348,698, respectively	<u>4,403</u>	<u>3,608</u>
 OTHER ASSETS		
Unconditional promises to give, with restrictions, net of current portion	10,980	28,723
Intangible assets, less accumulated amortization of \$16,580 and \$16,580, respectively	<u>-</u>	<u>-</u>
Total other assets	<u>10,980</u>	<u>28,723</u>
 TOTAL ASSETS	 <u><u>\$ 479,273</u></u>	 <u><u>592,693</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	<u>2020</u>	<u>2019</u>
Accounts payable	\$ 57,564	16,597
Deferred revenue	<u>17,950</u>	<u>-</u>
Total current liabilities	<u>75,514</u>	<u>16,597</u>
TOTAL LIABILITIES	<u>75,514</u>	<u>16,597</u>
NET ASSETS		
Without donor restrictions	363,555	317,403
With donor restrictions	<u>40,204</u>	<u>258,693</u>
Total net assets	<u>403,759</u>	<u>576,096</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 479,273</u>	<u>592,693</u>

See accompanying notes and independent auditors' report.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF ACTIVITIES
YEARS ENDED DECEMBER 31, 2020 AND 2019

	<u>December 31, 2020</u>		
	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
SUPPORT AND REVENUES			
Grants and contracts	\$ 162,869	64,100	226,969
Public support	128,593	-	128,593
Campaign contributions	-	3,036	3,036
Program fees	163,534	-	163,534
Promotional events and seminars, net of expenses of \$0	5,975	-	5,975
Interest income	187	-	187
Miscellaneous income	8,521	-	8,521
Net assets released from restrictions due to satisfaction of program restrictions	<u>285,625</u>	<u>(285,625)</u>	<u>-</u>
TOTAL SUPPORT AND REVENUES	<u>755,304</u>	<u>(218,489)</u>	<u>536,815</u>
EXPENSES			
Program services (Schedule 1)	504,324	-	504,324
Management and general (Schedule 1)	<u>204,828</u>	<u>-</u>	<u>204,828</u>
TOTAL EXPENSES	<u>709,152</u>	<u>-</u>	<u>709,152</u>
Change in Net Assets	46,152	(218,489)	(172,337)
NET ASSETS AT BEGINNING OF YEAR	<u>317,403</u>	<u>258,693</u>	<u>576,096</u>
NET ASSETS AT END OF YEAR	<u><u>\$ 363,555</u></u>	<u><u>40,204</u></u>	<u><u>403,759</u></u>

	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

See accompanying notes and independent auditors' report.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2020 AND 2019

	<u>2020</u>	<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (172,337)	(362,727)
Adjustments to reconcile change in net assets to cash provided by operating activities:		
Depreciation	1,168	7,487
Bad Debts	17,680	7,000
(Increase) decrease in net assets		
Accounts receivable	(90,430)	(2,429)
Memberships receivable	3,099	(12,499)
Pledge receivable	200,809	215,067
Prepaid expenses	891	468
Increase (decrease) in liabilities		
Accounts payable	40,967	(9,325)
Deferred revenue	17,950	-
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	<u>19,797</u>	<u>(156,958)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of property and equipment	(1,963)	-
NET CASH (USED) BY INVESTING ACTIVITIES	<u>(1,963)</u>	<u>-</u>
NET CHANGE IN CASH	17,834	(156,958)
CASH, BEGINNING OF YEAR	<u>194,301</u>	<u>351,259</u>
CASH, END OF YEAR	<u>\$ 212,135</u>	<u>194,301</u>

See accompanying notes and independent auditors' report.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2020 AND 2019

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, 2018 through December 31, 2020.

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, 2020 and 2019 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, 2020 AND 2019

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 intention 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 depreciation 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, 2020 and 2019 was \$0.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2020 AND 2019

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, 2020 and 2019 was \$80,001 and \$46,560, respectively.

Reclassification

Certain 2019 balances have been reclassified to conform with 2020 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, 2020 AND 2019

NOTE 3 – SIGNIFICANT CONCENTRATION OF RISK

Grants and contracts

A material part of the Organization's revenue consists of a contract with the County of Saratoga to provide services in conjunction with retaining industry and jobs in Saratoga County and seeking new industries to locate in Saratoga County. For the years ended December 31, 2020 and 2019, the Saratoga County contract comprised of approximately 21% and 0%, respectively, of total support and revenues.

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, 2020 and 2019, the Organization's cash balances did not exceed the federally insured limits.

NOTE 4 – SUBSEQUENT EVENT

Management has evaluated subsequent events through September 30, 2021, 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

Liability

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.

Litigation

The Organization is involved in litigation surrounding the nature of the configuration of the Organization. As of December 31, 2020, it is not possible to determine if there is any loss potential or what that amount might be.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
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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 2020 and 2019. The amounts contributed for 2020 and 2019 were \$33,152 and \$29,673, respectively.

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	\$ 212,135
Accounts receivable	173,975
Membership receivable	40,934
Unconditional promises to give, with restrictions	<u>29,224</u>
Total financial assets, excluding noncurrent receivables	456,268
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>\$ 456,268</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.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
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NOTE 9 – UNCONDITIONAL PROMISES TO GIVE

At December 31, 2020, unconditional promises to give are as follows:

Less than one year	\$ 29,224
One to five years	10,980
More than five years	-
	<u>\$ 40,204</u>

NOTE 10 – PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	<u>2020</u>	<u>2019</u>
Computer equipment	\$ 31,958	29,995
Office furniture and equipment	38,411	38,411
Equipment	55,000	55,000
Railroad spur	228,900	228,900
	<u>354,269</u>	<u>352,306</u>
Less: accumulated depreciation	(349,866)	(348,698)
	<u>\$ 4,403</u>	<u>3,608</u>

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, 2020 and 2019 was \$8,424 and \$8,424, 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, 2020 and 2019, was \$19,620 and \$22,156, respectively.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
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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. During 2020, net assets with donor restrictions that were released also included Payment Protection Program money in which the funds were used for payroll and payroll related items.

SARATOGA ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE 1 - SCHEDULES OF FUNCTIONAL EXPENSES
YEARS ENDED DECEMBER 31, 2020 AND 2019

	December 31, 2020		
	Economic Development	Management and General	Total
Salaries	\$ 241,800	93,840	335,640
Advertising and marketing	80,001	-	80,001
Employee benefits	45,716	17,742	63,458
Professional fees	-	40,270	40,270
Program expense	37,870	-	37,870
Office supplies and expense	16,029	10,475	26,504
Payroll taxes	18,380	7,133	25,513
Rent	11,052	8,568	19,620
Bad debts	17,680	-	17,680
Telephone	5,934	4,600	10,534
Consultants expense	-	10,500	10,500
Licenses, dues and fees	8,193	-	8,193
Insurance	4,269	3,309	7,578
Travel and promotion	2,357	4,944	7,301
Prospect development	7,072	-	7,072
Donations	4,050	-	4,050
Bank and credit card charges	-	2,748	2,748
Web page maintenance	2,730	-	2,730
Depreciation	658	510	1,168
Postage	244	189	433
Reference library	289	-	289
Conferences, seminars and trade shows	-	-	-
Total	<u>\$ 504,324</u>	<u>204,828</u>	<u>709,152</u>

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

See accompanying notes and independent auditors' report.