

Economic Development Transcript 2/3/2022

SPEAKERS

Matt Rose, Mark Hammond, Dennis Brobston, Jonathan Ashdown, Tara Gaston, Steve Bulger, Matt Veitch, Joe Grasso, Kevin Veitch, HVCC Staff member, Several Supervisors, Therese Connolly, Tom Wood, Roger Ramsammy, Kevin Tollisen

Kevin Tollisen

All right welcome to the first meeting of Economic Development for Saratoga County for this year. Attendance has been taken and we do have a quorum. The first item on the agenda is approval of minutes of the December 1 2021 meeting. Would someone like to move that?

Tom Wood

Supervisor Wood, I'll make it.

Kevin Tollisen

Thank you Supervisor, is there a second.

Mark Hammond

Second.

Kevin Tollisen

Supervisor Hammond. Any further discussion? All in favor?

Several Supervisors

Aye.

Kevin Tollisen

Any opposed? Motion is carried. Next is the appointment of a Vice Chair. I've asked Supervisor Grasso to be the Vice Chair of Economic Development. I believe he has graciously agreed. Next is approval of an Economic Development fund payment for the Town of Waterford.

Matt Rose

Thank you, Chairman. This is a reimbursement request for the municipal planning grant fund through the County. Like you said it was through for the Town of Waterford. The amount of it is for \$6,500. What they did with the fund or with the funds was launch an advertising and promotional campaign to spread awareness for their Tugboat Round-Up Festival. I caught up with Supervisor Lawler last week and prior to the submission of his agenda request and it was a success. They were able to bring in around 10,000 visitors to the area for the festival which resulted in you know, added revenue for the restaurants and other businesses in the Waterford community. So if you have, anybody has anything questions, I'd be happy to answer them as best I can.

Kevin Tollisen

Any questions? So I'll just take a motion to approve that.

Joe Grasso

So moved.

Kevin Tollisen

Supervisor Grasso.

Matt Veitch

Second.

Tom Wood

Second.

Kevin Tollisen

Second Supervisor Veitch, and Wood. Any further discussion? All in favor?

Several Supervisors

Aye.

Kevin Tollisen

Any opposed? Motion is carried.

Matt Veitch

But for the record that's Matt Veitch that's the second not Kevin?

Kevin Tollisen

Yes, I have to differentiate that. All right.

Matt Veitch

Love that challenge, Mr. Chair.

Kevin Tollisen

You can do senior versus junior, no I'm kidding. Alright, the next but it's been over to our County Administrator Steve Bulger are our next presentation.

Steve Bulger

Thank you, Mr. Chairman. Good afternoon, everybody. Yes, the next item on the agenda request for funding from Hudson Valley Community College. We are honored today to have the president of HVCC, Dr. Roger Ramsammy here with us along with his team to present this to our Economic Development committee. We have been meeting on an off with President Ramsammy and his team since earlier last year. The request they are coming before us is for the county to help support the construction and fit out for a proposed a Health and STEM Education Center at the HVCC North

Campus in Malta. This is an exciting project which Dr. Ramsammy will present to us now. But I just wanted to thank him and his team, for being up here today with us and all the work that has gone into this. Dr. the floor is yours.

Roger Ramsammy

Good evening, everyone. And thank you so very much for inviting us. We are so appreciative of you inquiring more about what it is that we're trying to accomplish. HVCC North was born right here in Malta, it was an idea that was born out of the Malta region brought to us and ever since then we had took it upon ourselves to go after making sure a promise that we made is to make that dream happen. And so ever since pursuing it, we have gone through the process of our foundation and the college raising all the necessary funding we are there, we just right now just waiting for the county of Saratoga to come up with their support, which we asked for. But let me just tell you why. Why is it that this is such an important feat for us. When we think about the amount of faculty and students who actually live in the Saratoga County that work for HVCC, It's quite a great number of our faculty and staff. And from them alone, the increase from a building like this, it brings even more faculty, more students into the county. More spending that comes to the county, I kind of looked at some of the numbers we talked about, just right now that from our impact study that somewhere in the range of \$57.8 million in income that came in into the Saratoga Region from the college based on what we do. When you consider the fact that right now the college is doing this to add program skills base to this region so that they can continue the region can continue to grow by bringing in more industry into this sector. Let's look at the fact that when we think of the amount of students that we are serving, that we currently serve right now in this region, almost doubling by it within the next two years to almost 5000 by the by the year 2026-27. And what that does for the County in terms of the revenue generated from it, but more importantly, what about the workforce that we're going to serve? We're looking at programs that include STEM programs, we're looking at the health care region in terms of the support that's needed in healthcare. When you think of the various other programs that are also included inside of this in here, I'm going to just quickly ask Jonathan, if you can come here for a second. And what Jonathan can do, Jonathan is the Dean of STEM he can quickly rattle off some of the programs that are also going to be included in this building.

Jonathan Ashdown

So we're gonna have mechatronics, which is what Global Foundries really needs. They need technicians who can troubleshoot and fix their complex machinery. That's the number one they're calling for. They're also calling for, and a lot of other companies, Electrical Engineering Technologies. Cyber Security, you know, we're going to be also expanding, again our nursing programs, and our psychology and a lot of those other programs, but it's mostly our skills based programs.

Roger Ramsammy

And so when you consider the programs that we are targeting, we are targeting programs where we are already overloaded down in our region, we have a lot of excess students that are coming from Saratoga, all the way down to the campus in Troy. And what we're doing by providing by this, this facility is giving access to the students so they can stay right here in this region and accomplish all of the goals that they have. We have several school districts inside of here who have reached out to us because they are so happy that finally they can get their students to come to a building right here in

Malta without those students again, tracking down to the main campus. When you look at the structure that's in front of you, there, you're looking at a building, that's first class, in terms of its ability to provide things like microbiology, anatomy and physiology, biology, chemistry. Areas that know that we wouldn't have had that opportunity, students would have still had to trek all the way down to the main campus in order for this, for us to serve them. Now, those students may never have to leave Saratoga County anymore and be able to accomplish all of their goals right here in this region. I don't want to carry on for too long because I figured you might have questions. And I would like to at least reserve the time to answer some of them. So please, let me turn this over to you.

Kevin Tollisen

Supervisor is there any questions for Dr. Ramsammy?

Tara Gaston

Chair, I have one once the committee has spoken please.

Kevin Tollisen

Supervisor Gaston. Go ahead.

Tara Gaston

Thank you. I think this is an admirable project. And obviously, I appreciate the idea of keeping students in Saratoga County. The question is actually probably more for the Chair and the Administrator. Normally, our larger requests like this have had to go through a different program. Why is this going through the committee process like this instead of either the other programs or the budget process as we normally do it?

Kevin Tollisen

Say that again, Supervisor Gaston, I didn't hear the last part of your question.

Tara Gaston

Why is this request being handled in this manner? When normally a request, particularly of the size would have to go through the budget process or at a minimum, the nonprofit award program?

Kevin Tollisen

Mr. Bulger.

Steve Bulger

Yes, Supervisor, this project, the determination, the early determination by leadership to move this forward was after the budget process. So we really didn't have it in time for that. So that's the answer to that question. And in terms of the nonprofit, we believe this is a separate, completely separate issue from the nonprofit grant program. This is a long term investment in a building that and Dr. Ramsammy, if you could address this potentially, that at some point, the County may take title to this through the process, just to let everybody know how that works.

Roger Ramsammy

Yes. And so when a building is, institutions like ours, State colleges like ours, when we build a building, it's not our building, it belongs to the county it belongs, it's under your, you will be the one holding title to it. If for example, if we go in there and things fall apart, and programs broke down, and there is absolutely no success on anything that we do. It becomes the property of the County. So we don't hold title to this, this belongs to the county at the end of the day. You have to remember too, this is just a one-time investment that you make of a certain amount. Whereas income come from this building, year after year and the amount represented for this county, the revenue will continue to grow every single year. Operation of the college remains with the college. It's never an ask from the county to do anything at all. There is no added fund that comes, it's a one-time investment that comes from the County and it represents about 10% of what the budget is to build the building. It's actually not much from the County that we're asking for. And again, remember it's only a one time investment, whereas in other counties, in Rensselaer, there's a continued support from the County that comes was every year.

Kevin Tollisen

Thank you.

Matt Veitch

Mr. Chair?

Kevin Tollisen

Supervisor Veitch. Matt Veitch.

Matt Veitch

Yeah. So thank you. Thank you for being here. I appreciate the presentation. So I'm looking at the funding sources that you have here. So are all of these sources coming to you for this project, is there no financing going to occur anything like that? Or is it's all granted, you're going to pay for it in full, you need us to close the gap, essentially.

Roger Ramsammy

That's pretty much it. For us. That's what we do. When the project was handed to us we began putting together our teams, went about raising the funding for this. And as you can see on the sheet, there is no borrowing of money, all of the funding is raised, which as I said to you before, it's just Saratoga County, with their support that is needed to close this off. No funds borrowed.

Matt Veitch

Thank you. I appreciate that.

Joe Grasso

Sir. Mr. Chairman.

Kevin Tollisen

Supervisor Grasso.

Joe Grasso

If I could probably ask another question, so in terms of the funding, which I'm comfortable with, and your description about this is a, this is ultimately going to be a county facility. You know, I feel comfortable with. In terms of the timing of the funding, is this like an upfront payment to be used for these costs? Or is this going to be through like a reimbursement type process after the funds are already expended, just in term, and this is more of a, you know, I don't know if we need all the answers today, but just in terms of the assurance that, you know, our capital commitment, which is pretty significant, you know, to make sure that this facility does ultimately get built and becomes operational.

Roger Ramsammy

Okay. So, in terms of funding, for right now, for sometimes we have donors who make funding in the coming pledge.

HVCC Staff member

So we would work out directly with you how you would like to bring the money to us. Big thing for us is the commitment that the dollars are coming in. So for instance, when a donor gives 500,000, they sign a commitment form, a pledge form, and then we invoice them on the terms of what they want, how they want to do it. We asked for no longer than three years.

Joe Grasso

Okay, great. My answer. My question was answered. Thanks.

Kevin Tollisen

Anyone else for Dr. Ramsammy?

Roger Ramsammy

I know there's lots of questions out there. Come on.

Kevin Tollisen

Anyone on the phone? Dr. thank you so very much for your presentation.

Roger Ramsammy

Thank you very much for the opportunity again.

Kevin Tollisen

What is the pleasure of the Committee? Is there a motion?

Mark Hammond

So moved that motion.

Kevin Tollisen

Supervisor Hammond a motion to approve the funding for this facility? Is there a second?

Kevin Veitch

I'll second.

Kevin Tollisen

Supervisor Kevin Veitch. Any further discussion?

Steve Bulger

Mr. Chairman, just based on what we, you know, what we just heard. I would like to, as part of the Resolution recommend that once and if it is passed by the Board of Supervisors, we sit down with Hudson Valley and work out a schedule, whether you know, what makes sense, you know, on how to get that money to them. Whether it's all upfront, whether it's spread out over a couple of years, whatever. Like they said they're looking for the commitment today. So if the Board is comfortable with that. I guess what I'm saying is it might not all come this year out of this year's budget, it might be split over a couple years. Those are details we'd have to figure out if the Board is comfortable with that.

Kevin Tollisen

Supervisor Hammond you're comfortable with that, as far as..

Mark Hammond

Yes I am.

Kevin Tollisen

Supervisor Kevin Veitch , you're comfortable with that as part of your second?

Kevin Veitch

I am.

Matt Veitch

And I'm comfortable with that too, even though I didn't do either. But I just want to make a quick comment. So just as a general statement, you know, I think this is a good thing. You know, Hudson Valley has been a great partner with us over the years in this realm. I think over time, you know, we get requests for lots of different funding at the County. So I think the ability for us to consider and want to move forward with something like this is good, not just for Hudson Valley, but for other requests that come forward for us. I think this is a good way for us to move forward, being more open and available to organizations that come our way. So I appreciate this, and it is a lot of money and I think we need to think about that. But at the end of the day. I think this is good for us going forward.

Kevin Tollisen

Any further discussion? Roll call vote please?

Tara Gaston

Chairman.

Kevin Tollisen

Supervisor Gaston, yes.

Tara Gaston

I just I heard what the Administrator said. And I just wanted to say that when they're looking for a commitment today, this committee can't bind to the full Board. So I just I don't want them to run out know that we have the commitment until it goes before the full Board. Just a clarification there. Thank you.

Kevin Tollisen

Yes. If this proceeds forward Supervisor Gaston in this committee, it would then go to Law and Finance and then to the full Board. So yes, it will follow the normal procedures that we always follow when going from committee vote to the full Board. Roll call vote.

Therese Connolly

Supervisor Grasso.

Joe Grasso

Aye.

Therese Connolly

Hammond.

Mark Hammond

Aye.

Therese Connolly

Schopf is absent. Kevin Veitch.

Kevin Veitch

Aye.

Kevin Tollisen

Matt Veitch.

Kevin Tollisen

Aye.

Therese Connolly

Tom Wood.

Tom Wood

Aye.

Therese Connolly

And Chairman Tollisen.

Kevin Tollisen

Yes.

Therese Connolly

Motion passes.

Kevin Tollisen

Alright, so this matter passes through committee. The next step will be to the Law and Finance committee. Dr. Ramsammy, thank you and your team, for your hard work and for all you do for Saratoga County.

Kevin Tollisen

The next item on our agenda is the Saratoga County or Saratoga Economic Development Corporation presentation. We have 2021 in review, Mr. Brobston welcome and good afternoon. You are up.

Dennis Brobston

Thank you, Mr. Chairman. Does anybody need a copy of the presentation? I know that was forwarded but if you do I've got some extra here. You're good. Okay. Thank you very much. Everybody wants one, I like it when that happens. SEDC had a good year in 2021. We wanted to continue to report to you on the continuing growth. We've been around for over 43 years now. And as always, we continue to strategically market Saratoga County through business retention and sustainability, but also building a growing capacity, which usually means more land approved, zoned, and infrastructure to continue to grow our market. Our target industries continue to be the same as they have been for a few years, Semiconductor, advanced materials manufacturing, food and beverage production, warehouse distribution, light manufacturing and corporate headquarters. And we all know with the pandemic situation, that warehouse distribution has been a big role has played a big role in getting product out to folks that haven't been able to get to the store, distribution and logistics is continuing to grow. In the United States, it is about 35% of the projects that are expected to be implemented in the next two years. So that's a huge number. And it is all about getting the product to the people. Last year, we did \$110 million of new project investment. That's the second year in a row over 100 million. We haven't had those kinds of years since the GlobalFoundries days. So we're very pleased with that. \$11.5 million dollars' worth of new payroll, 182 new jobs created and 32 retained. We did send you know, Therese sent you when she emailed things to you, there are videos that are included in the presentation that we couldn't do today. We'd encourage you to look at those. We have multiples that we're going to be sending you over the next few months, showing you the new ones that we've done, utilizing it for site selections, as well as other companies looking to locate here. When you go to our list of projects, you can see what those projects were from Saratoga Auto Napa project in the Town of Milton. We had four projects in the Town of Clifton Park, Malta, Halfmoon a few. And Mechanical Stillwater IDA did the DeCresente project. So things move forward quite well. And here's a small collage of those stories from the 2021 results. We flip the page and go to our five year results, you can see that over the last five years, we're just a little under \$300 million over 1000 jobs retained, over 1150 created, and new payroll is almost \$81 million. Our focus on FDI Foreign Direct Investment, even with COVID and it has been difficult to get people here. But thank God for Zoom and Microsoft Teams and other things. We've had quite a bit of contact and we were blessed with an opportunity at the Irish Ambassador's residence in

Washington DC to put on a business partnership event that got us right into the middle of the of the DC season, that allowed us to meet with corporate CEOs from multiple fortune 100 companies. And they have, some of those are looking naturally for expansion into New York State, some from Ireland, and also some they're already located here looking to expand in the state. So we're excited about that, that worked out really well. We're hoping that we will be able to get an Irish delegation here. We're hoping for the track season. And August, we'll be here for you know it, and if we can just start getting people around, we'll be in good shape. We did, we just received a lead today, for 350 job project, that we will be able to be high on their list because we have the adequate facilities for, back office type facilities, and it is an Irish company. So those are the type of things that we're still working on. And we have over 80 projects to continually work. And if you total all of them together, if we were that lucky, we'd be almost \$2 billion worth of investment. We know we're not going to grab all those, but it's nice to think about. There are pictures from FD21, at the FDI21 on the ambassador's event. We did bring down folks from Saratoga County, and they were standing there with the Ambassador. Retention resources, we continue to work with our SEE Saratoga Real Estate Selection Tool and providing the current program and guidance for incentives and grants. International trade opportunities, as we mentioned, recruitment has been the trips to New York City to see site selectors and things like that have gone very well. Keeping ourselves on their radar. One of the biggest things we have with site selectors is that, from their comments that New York is not really where they want to be, you know, the taxes are too high things of that nature. We're always working those goals of getting people here by explaining this is a great quality of life. And we are very well trained here. And it does help. But it is an uphill battle. And we've had great partnerships with our utilities National Grid in New York State Electric and Gas. There's a few more videos that really talk about the companies that are here, why they chose here, why they stay and how their workforce is working for them. Then we get into things about our stakeholder engagements, we really hold our members and our businesses together, along with Saratoga County Supervisors that can attend our meetings. And we've done a lot with coffee connectors online and Economic Summit Session, which we held in the in the spring and early summer went very well. And we're continuing to build our workforce capacity. Very difficult these days when unemployment, unemployment in Saratoga County is 2.2%. When you look at that number, that's full employment. But we've lost 5000 to 6000 people in the workforce over the last four years. Now, where did they go? They're staying at home for whatever reason, or they're unable to work. But we've added look at the people we've added in the last 10 years a decade 14,000 people and to lose those kinds of workforce positions very difficult to lose when you've got low unemployment, we get those back. We're not certainly going to fill everything we've got. But we have to figure out how to get them back to the workforce. And I know Employment & Training and DOL, everybody's working towards that goal. Our 2022 initiatives continue to be targeting our industries that we have been working on I said 80 projects that was 65 when we did this back in December. Our stakeholder engagement initiatives continue to be the most focused because people do want to talk, and they want to see each other network and they can't always do it. Those are really where we spend the majority of our time with our businesses for retention and for other, for their needs. And there's the couple other services site visit to Parillo property at exit 16 and also warehouse facility in the Grande Industrial Park. So that's a real quick and I know I flew but you can look at those. Last thing I'd like to like to share with you. You know, I don't know if everybody remembers but I'm from Ohio originally, came here 30 some years ago, and Ohio just lured Intel to build a \$20B chip fab. We were in that, New York State was in that race. So was Phoenix, Arizona. So it was Texas. Nobody really saw Ohio coming. But they got it. \$20 billion is what they're

planning on building. I wanted to give you an idea what the incentives that the State gave them or will be giving them as they build. \$600 million to help Intel offset the cost of the building. \$700 million for roadwork and water infrastructure upgrades, including a system will allow the plant to reuse wastewater. The state legislature this summer approved a 30 year tax break that will allow Intel to save \$650M. 30 year tax break very interesting. And the town that they're in, which is City of New Albany, also will give Intel a 30 year 100% property tax abatement on buildings that they construct in its business park. That adds up to over \$2 billion. Plus, there's \$150 million dollars' worth of combined economic development workforce grants that are going through this project, they're going to employ over 3000 people, 7000 construction workers. And when Global Foundries first came, it was it was less than \$6 billion. It was \$1.2 billion of incentives on a park that the state have already spent 100 million on with infrastructure and things of that nature, along with everybody. But you can just see the amount of infrastructure that it takes to do these things. And New York is, while we're competing, it's a lot of money being going out the door for these things. And when we continue to look at Luther forest as a growth opportunity, it's going to be hard to put a second fab other than global second company in there, because of the amount of power that's used, amount of water that's used. I'm not telling you anything you don't know. But I thought it interesting to show you that 10% project cost to get them in Ohio, Ours was almost 20% back in 2009 2010. So the changes are there. The industry is still hot, as we all know. And we still work towards that goal. And if we can get some of this in, in our good state of New York, no matter where it is, it will definitely help our industries and with the supply chain that we need. So I wanted to share that with you give you low insight. Be glad to share that, send you an email to Steve if anybody wants to see it. Glad to do that. Any questions?

Kevin Tollisen

Supervisors any questions? Questions from Supervisors on the phone? Alright, Mr. Brobston, thank you for your very thorough report. Really appreciate the job that SEDC does for our county, and for all the hard work that you do for us.

Dennis Brobston

Thanks, sir.

Kevin Tollisen

Next item on the agenda is approval of the third and fourth quarter 2021 payments to SEDC. I believe everyone has a copy of that resolution. Is there a motion to approve?

Matt Veitch

So moved.

Kevin Tollisen

Supervisor Matt Veitch. Is there a second?

Mark Hammond

Second.

Kevin Tollisen

Supervisor Hammond. Any further discussion?

Kevin Tollisen

Mr. Chair? Just a quick comment. So is this coming out of 2021 funds or 2022 funds?

Kevin Tollisen

2021 third and fourth quarter it looks like it's a total of \$69,189.01.

Matt Veitch

Right? So it impacts the 2021 budget, not the 2022 budget. Okay. And the only other thing I'll say Dennis is hopefully next time that you're here our Boardroom IT updates will be ready, and you can play those movies for us.

Kevin Tollisen

Further discussion, all in favor?

Several Supervisors

Aye.

Kevin Tollisen

Any opposed? Motion is carried. Thank you very much any other business to come before this committee today? if not, I know there's a number of department managers here with us that are part of our economic development team. So thank you guys all for your hard work and dedication. We greatly appreciate all of you and the service you provide to our county and with that I will make a motion to adjourn.

Matt Veitch

Oh, did you make the motion? I'll second it.

Kevin Tollisen

I'll have you make the motion.

Matt Veitch

I'll make a motion.

Kevin Tollisen

Supervisor Veitch is there a second?

Kevin Veitch

I'll second.

Kevin Tollisen

Supervisor Kevin Veitch. All in favor?

Several Supervisors

Aye.

Kevin Tollisen

Have a great afternoon everyone.