

Economic Development Committee Minutes
February 3, 2022 – 3:30 p.m.

Present: Chairman Kevin Tollisen; Committee Members Joe Grasso, Mark Hammond, Kevin Veitch, Matt Veitch, and Tom Wood; Supervisors Tara Gaston, Bill Peck; Steve Bulger, Ridge Harris, Matt Rose, County Administrator; Michael Hartnett, County Attorney; Jason Kemper, Planning; Andrew Jarosh, Stephanie Hodgson, Treasurer; Jenniffer McCloskey, Employment & Training; Craig Hayner, County Clerk; Dr. Roger Ramsammy & Staff members, HVCC; Dennis Brobston, SEDC.

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

On a motion made by Mr. Wood, seconded by Mr. Hammond, the minutes of the December 1, 2021 meeting were approved unanimously.

Mr. Tollisen announced the appointment of Mr. Grasso as Committee Vice Chair.

A motion was made by Mr. Grasso, seconded by Mr. Matt Veitch, committee approval of the Economic Development Fund payment for the Town of Waterford. Unanimous.

Mr. Rose said that the amount is \$6,500. Funds were used to launch an advertising and promotional campaign to spread awareness for the Tugboat Roundup Festival.

A motion was made by Mr. Hammond, seconded by Mr. Kevin Veitch, to authorize an Agreement with Hudson Valley Community College for the Expansion of the HVCC North Campus in the Town of Malta and Amending the 2022 County Budget in Relation thereto. Unanimous.

Dr. Ramsammy distributed a handout and gave a brief presentation of the proposed Health and STEM Education Center at the HVCC North Campus in Malta. A copy of the handout is attached to these minutes. Ms. Gaston questioned why this funding request is going through the committee process instead of the budget or non-profit process. Mr. Bulger said that the determination by leadership to move this forward was after the budget process, and it is also believed to be a complete separate issue from the non-profit grant program. Mr. Matt Veitch questioned if any financing will be needed for the project. Dr. Ramsammy said that all of the funding is raised, and the support of the County will finalize their needs. No funds will be borrowed. Mr. Grasso questioned if the funding is being requested as upfront or through a reimbursement process. Dr. Ramsammy said that for now, the funding pledge is being requested. Terms of invoicing can be discussed at a later date.

Mr. Tollisen said that this item will move forward to Law & Finance and the full Board for approval.

Mr. Brobston from SEDC referred to the back up information distributed with the agenda and gave a brief overview of their 2021 year in review. Back up can be found here: <https://www.saratogacountyny.gov/wp/wp-content/uploads/2022/02/Economic-Development-Agenda-2-2-2022.pdf>

Mr. Brobston said that Ohio recently lured Intel to build a \$20B chip fab. Incentives that the State will be giving Intel include \$600M to help offset the cost of the building, \$700M for roadwork and water infrastructure upgrades, including a system to allow the plant to reuse wastewater. The State Legislature approved a 30 year tax break which will allow Intel to save \$650M. The City of New Albany, OH will also give Intel a 30 year 100% property tax abatement on buildings constructed in the business park. There is also \$150M worth of combined economic development workforce grants. This is an example of what New York is competing against.

Mr. Tollisen thanked Mr. Brobston for all that SEDC does for the County.

A motion was made by Mr. Matt Veitch, seconded by Mr. Hammond, to authorize Issuance of Third and Fourth Quarter 2021 Payments to Saratoga Economic Development Corporation for Marketing and Promotion Services. Unanimous.

Mr. Matt Veitch confirmed that the payments will come from the 2021 budget.

A motion was made by Mr. Matt Veitch, seconded by Mr. Kevin Veitch, the meeting was adjourned unanimously.

Respectfully submitted,
Therese M. Connolly
Clerk of the Board



The State University



Hudson Valley
Community College
Foundation

EMPOWERING
**THE ESSENTIAL
WORKFORCE**

at HVCC North



HVCC North

A BOLD VISION

Building on nearly seven decades of success in preparing an educated and skilled workforce, the college now seeks to broaden opportunities at HVCC North, the college's extension center in Malta, NY, in the highly specialized and growing fields of healthcare, STEM, and skilled trades.

A newly-constructed education center and renovations to the existing Training and Education Center for Semiconductor Manufacturing and Alternative and Renewable Technologies, or TEC-SMART, will allow Hudson Valley to increase enrollment in high demand programs by 10 - 20%, and create opportunities for more graduates to enter the healthcare, STEM and skilled trade fields more quickly.

The project will provide the ability to expand capped programs, allow students to begin general education courses for high demand programs in Malta, NY, introduce new workforce training programs, and create for a more complete extension center with shared spaces with outdoor classrooms and common interior areas for administration, security, maintenance and custodial services, as well as student lounge and eating areas.



ABOUT TEC-SMART

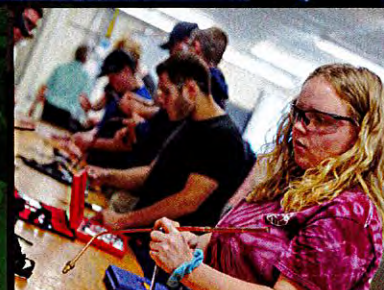
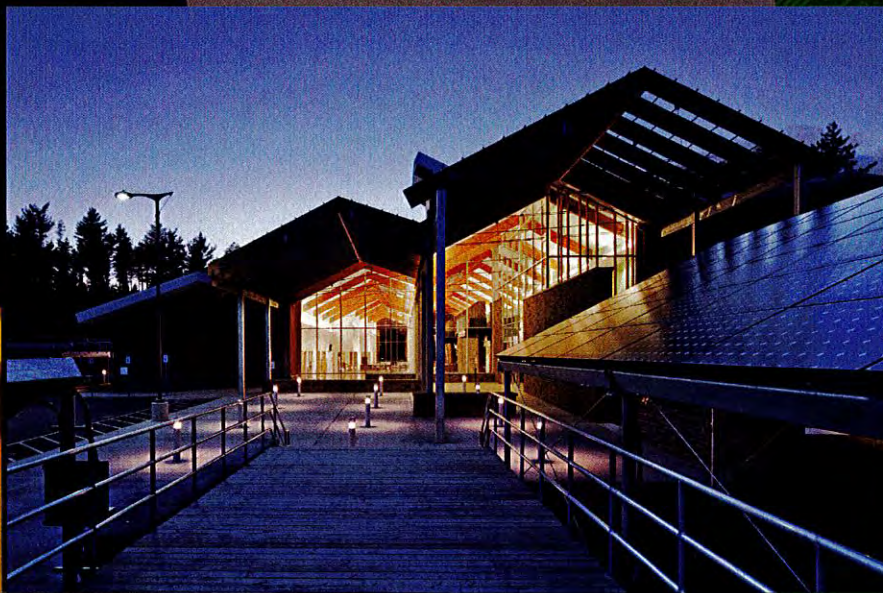
In 2010, Hudson Valley Community College opened the Training and Education Center for Semiconductor Manufacturing and Alternative and Renewable Technologies, or TEC-SMART, in Malta, NY. Located in NYSERDA's Saratoga Technology and Energy Park® (STEP®), TEC-SMART is adjacent to the GlobalFoundries FAB 8 facility and features more than a dozen classrooms and specialized laboratories to prime the education pipeline and prepare the future workforce.

TEC-SMART currently supports the training and education needs of the area's growing semiconductor technology sector. GlobalFoundries and other technology companies hire graduates from the college's Semiconductor Manufacturing Technology, Electronics Technology and Mechatronics programs, and the company has also partnered with the college to deliver instruction to 150 apprentices by 2023.

The college also sponsors a growing apprenticeship program through SEMI, the industry association serving the global electronics design and manufacturing supply chain. This New York State-registered apprenticeship is the first in the U.S. to hold an additional industry-recognized certification by the SEMI trade organization. The college is expected to graduate more than 100 students from this program by the end of 2021.

In addition TEC-SMART is home to the innovative Clean Technologies Early College High School program, a partnership with Ballston Spa Central School District, which earned a \$2.6 million New York State Pathways in Technology (or P-TECH) grant in 2013. Over the last five years, this program has annually impacted more than 300 students in grades 9-12 from more than 20 school districts in five surrounding counties.

TEC-SMART is also home to industry-specific workforce training programs, and in total, serves approximately 1,200 Hudson Valley Community College and Early College High School students in a variety of programs each year.



MEETING THE REGION'S WORKFORCE DEMAND



8,800 JOB OPENINGS
IN THE CAPITAL
REGION (2021 - 2026)

According to the New York State Department of Labor, the annual job openings in health sciences are projected to exceed 8,800 in the Capital Region and 156,340 in New York State through 2026

- o Healthcare Support Occupations have annual job vacancies over 2,800 in the Capital Region, and many healthcare workers will be retiring in the next 10 years.
- o Projected annual workforce exits in the Capital Region within the healthcare field include:
 - 4,640 healthcare support professionals
 - 1,840 health technologists and technicians
 - 4,340 healthcare practitioners
 - 3,220 community and social services professionals

In 2024, there will be 148,123 residents in the Capital Region in the 55-64 age group and 240,037 in the 65+ age group, creating significant demand for healthcare services. *(Cornell University-Applied Demographics)

HVCC North will help to address the critical workforce shortage in healthcare, STEM and skilled trades throughout our region and our state.

In coming years, the Capital Region will face an immense challenge as the lack of skilled healthcare workers increases and the community's need for healthcare services exceeds capacity. This issue is made all the more critical by the COVID-19 pandemic.

In addition to addressing the needs of the healthcare industry, the renovations and expansion at HVCC North will provide more labs and classrooms for STEM programs, including mechatronics, robotics, and biotechnology.

Hudson Valley successfully trains hundreds of graduates each year in in-demand healthcare, STEM and skilled trades programs—but the demand continues to increase. In fact, because the demand for these programs exceeds the current capacity of the college's facilities, many of these essential programs have been capped, leaving no room for additional students to be accepted.

The college anticipates that the completion of the HVCC North expansion will allow the college to grow enrollment in key programs by 10 to 20 percent over five years in high-demand areas. This will allow more students to be admitted from wait lists and provide them with the opportunity to enter programs that will train them with the skills necessary to enter the workforce or continue toward advanced degrees in their chosen fields.

AN INVESTMENT IN OUR REGION

An investment in Hudson Valley's training of the local workforce is a proven to bolster the economic future of our region. Hudson Valley graduates have a proven track record of finding—and keeping—the jobs that power our state and regional economy.

The HVCC North expansion will positively impact the entire greater Capital Region, specifically, areas north of the college's main campus, as well as other New York State counties where students reside. Already, more than 1,700 students commute to Hudson Valley's main campus in Troy from Saratoga, Hamilton, Fulton, Warren and Washington counties.

The college's Office of Workforce Development will also be able to capitalize on the expanded training space and provide more non-credit, fast-track workforce training opportunities, such as Pharmacy Technician training. Businesses located in the northern regions of New York State will have the opportunity to partner with the college to customize employee training based on industry need.

Expanded training opportunities in this region will create a positive impact for several different workforce populations, including recent high school graduates; veterans and those returning from military service; unemployed or underemployed individuals, including those who may have a degree but are unable to find relevant employment; and individuals looking to re-skill and train for careers in healthcare, skilled trades and STEM, to name a few.

\$495M INCOME
GENERATED

BY HUDSON VALLEY ALUMNI TO THE REGIONAL
ECONOMY, EQUIVALENT TO 4,925 JOBS

- Data from a recent Center for Economic Growth analysis of New York's U.S. Census Bureau's Post-Secondary Employment Outcomes Explorer indicates that 86.5 percent of employed Hudson Valley graduates were living and working in New York State five years post-graduation – the fifth highest graduate retention rate of any SUNY community college.

- According to a recent economic impact report, the average associate degree graduate from Hudson Valley will generate an increase in earnings of \$8,300 each year compared to a person with a high school diploma in New York.
- In total, the college adds more than \$600 million in income to the Capital Region economy every year, equal to the sum of the operations as well as construction and student spending and alumni impact.

In the fall of 2020, the college was able to admit only a portion of qualified applicants to the following capped programs:

- Electrical Construction and Maintenance: 246 accepted
- Nursing: 105 accepted
- Heating, Air Conditioning, Refrigeration Technical Services: 96 accepted
- Paramedic Degree: 86 accepted
- Respiratory Care: 43 accepted
- Dental Hygiene: 52 accepted
- Surgical Technology: 24 accepted
- Paramedic Certificate: 32 accepted

2,680

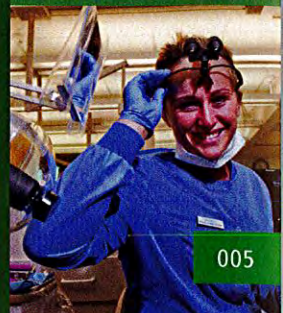
**CAPITAL
REGION
HEALTH
SERVICES
POSITIONS
NEEDED
ANNUALLY
THROUGH
2026***

*projected by NYS
Department of Labor

980	Home Health Aides
980	Nursing Assistants
940	Registered Nurses
170	EMT & Paramedics
160	Dental Assistants
90	Substance Abuse & Behavioral Disorder Counselors, including Chemical Dependency
70	Dental Hygienists
60	Medical Records and Health Information Technicians
60	Radiologic Technologists
60	Chemical Technicians
50	Biological Technicians

97%

**GRADUATE
EMPLOYMENT
RATE WITHIN
12 MONTHS**

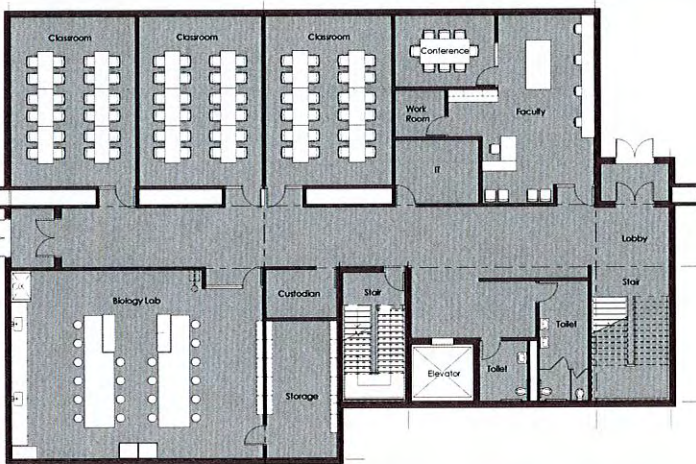


FAST FACTS

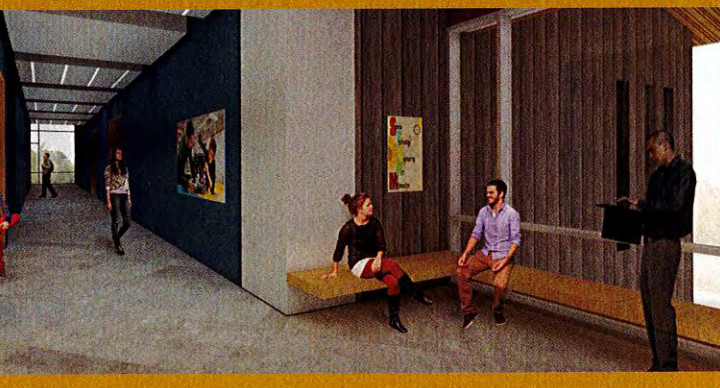
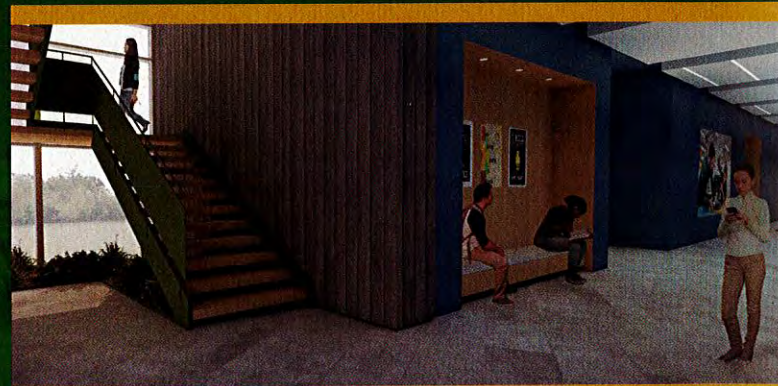
- Anticipated opening: Spring 2023 semester
- HVCC North expansion will serve approximately 1,190 Hudson Valley Community College and Early College High School students in 31 Hudson Valley programs
- New York's retention rate for employed Hudson Valley Community College graduates five years post-graduation was 86.5%

NEW CONSTRUCTION

A two-story, 14,500 square foot building adjacent to TEC-SMART is planned with labs for microbiology, anatomy and physiology, chemistry and biology, along with state-of-the-art classrooms, support space and offices.



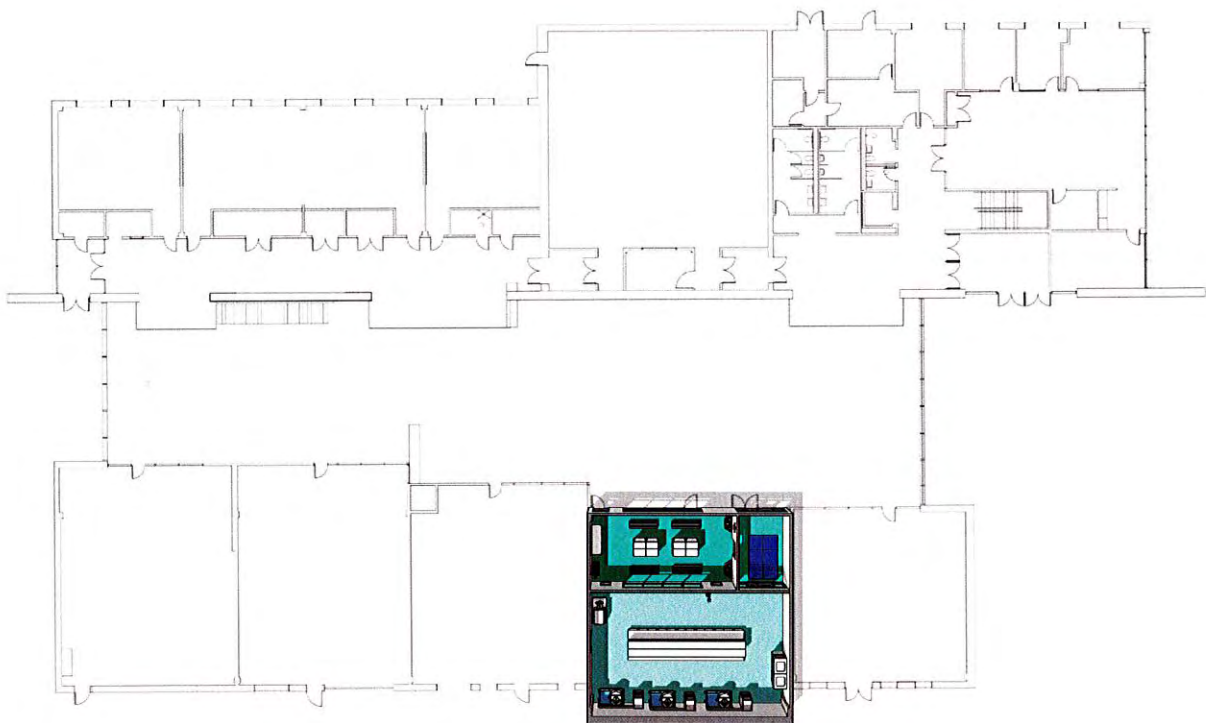
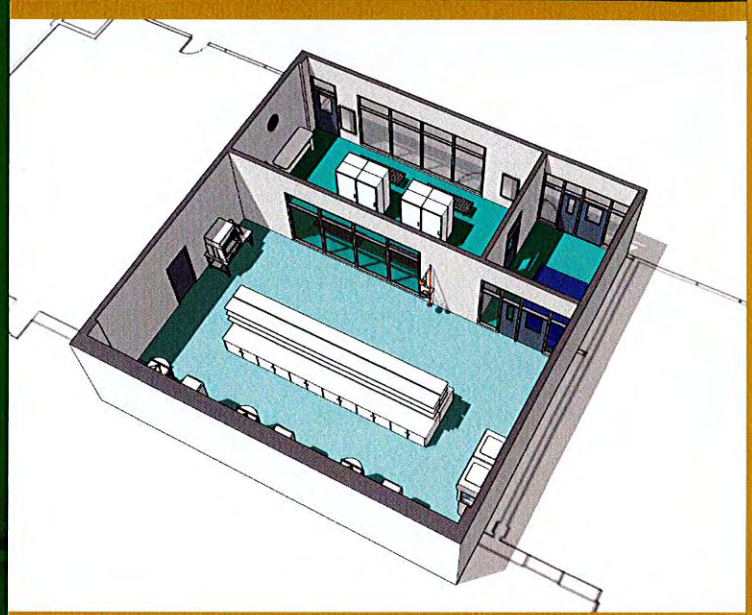
First Floor Plan



Second Floor Plan

UPGRADES AT TEC-SMART

- Installing a Class 10,000 Clean Room to educate students on industry protocols with world-class semiconductor equipment.
- 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 labs with vacuum training and radio frequency training systems.



CAMPAIGN LEADERSHIP



Ken and Cherie Grey have been members of the Saratoga Springs community since 1986. In addition to his work as Senior Vice President with Marshall & Sterling, Ken is an adjunct instructor in the School of Business, and a member of the HVCC Foundation's board of directors. Cherie previously worked in advertising, and is a graduate of Hudson Valley's entrepreneurship program.

"The faculty at HVCC provided a great atmosphere for someone returning to college. I advise high school students who are not certain of their future education or careers to take advantage of the many opportunities offered."



Brien Hollowood '78 serves as the executive director of Unlimited Potential, a division of Northern Rivers. After nearly four decades as managing partner of the Saratoga Holiday Inn, **Cindy Hollowood '77** is now Executive Director of Saratoga Sponsor-a-Scholar, and a commercial real estate agent at Roohan Realty. Brien is a current member of the HVCC Foundation's board of directors, and Cindy is a former board member. The Hollowoods also have served in a number of volunteer roles in Saratoga County. Brien is a lifelong Saratoga County resident and Cindy has lived in the county since 1981.

ADVISORY COMMITTEE

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LEARN MORE

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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.