



Economic Development Committee

Thursday, May 5, 2022 3:30PM
40 McMaster Street, Ballston Spa, NY

Chair: Kevin Tollisen

Members:

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

- I. Welcome and Attendance
- II. Approval of the minutes of the April 7, 2022 meeting.
- III. Authorizing an agreement with the Capital Region Chamber of Commerce for a 2022 Community Development Plan – Steve Bulger, County Administrator.
- IV. Saratoga County Prosperity Partnership funding update and discussion – Supervisor Phil Barrett
- V. Other Business
- VI. Adjournment



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
Stephanie Hodgson, Director of Budget

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

DEPARTMENT: County Administrator

DATE: 4/29/22

COMMITTEE: Economic Development

RE: 2022 Community Development Plan with Capital Region Chamber of Commerce.



This column must be completed prior to submission of the request.

1. Is a Resolution Required:

Yes, Contract Approval

County Attorney's Office Consulted

2. Proposed Resolution Title:

Authorizing an agreement with the Capital Region Chamber of Commerce for a 2022 Community Development Plan.

3. Specific Details on what the resolution will authorize:

Authorizing an agreement with the Capital Region Chamber of Commerce for continuation of a 2022 Community Development Plan in an amount not to exceed \$60,000

Proposal outlining the multi-project summary is attached:

- Project 1: Maintaining previous Comm. Dev projects
- Project 2: Operation of I-87 Visitor Center
- Project 3: Promote Saratoga County initiatives
- Project 4: Infrastructure Review
- Project 5: Utilize resources to assist Saratoga County businesses

4. Is a Budget Amendment needed: YES or NO
 If yes, budget lines and impact must be provided.
 Any budget amendments must have equal and offsetting entries.

County Administrator's Office Consulted <input checked="" type="checkbox"/>
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Please see attachments for impacted budget lines.
 (Use ONLY when more than four lines are impacted.)

Revenue

Account Number	Account Name	Amount

Expense

Account Number	Account Name	Amount

Source of Revenue

Fund Balance	State Aid	Federal Aid	Other

5. Identify Budget Impact:

No Budget Impact. Funds are included in the Department Budget

- a. G/L line impacted A.14.114-8190
- b. Budget year impacted 2022
- c. Details

In the past this agreement has typically been authorized through the annual resolution which authorizes agreements with various outside agencies. Funding for this agreement has already been approved and allocated in the 2022 budget.

6. Are there Amendments to the Compensation Schedule?

YES or NO (If yes, provide details)

a. Is a new position being created? Y N

Effective date

Salary and grade

b. Is a new employee being hired? Y N

Effective date of employment

Salary and grade

Appointed position:

Term

c. Is this a reclassification? Y N

Is this position currently vacant? Y N

Is this position in the current year compensation plan? Y N

Human Resources Consulted

7. Does this item require hiring a Vendors/Contractors: Y N

a. Were bids/proposals solicited: Y N

b. Type of Solicitation

c. Is the vendor/contractor a sole source: Y N

d. If a sole source, appropriate documentation has been submitted and approved by Purchasing Department? Y N N/A

e. Commencement date of contract term:

f. Termination of contract date:

g. Contract renewal and term:

h. Contact information:

i. Is the vendor/contractor an LLC, PLLC or partnership:

j. State of vendor/contractor organization:

k. Is this a renewal agreement: Y N

l. Vendor/Contractor comment/remarks:

Purchasing Office Consulted

8. Is a grant being accepted: YES or NO

County Administrator's Office
Consulted

a. Source of grant funding:

b. Agency granting funds:

c. Amount of grant:

d. Purpose grant will be used for:

e. Equipment and/or services being purchased with the grant:

f. Time period grant covers:

g. Amount of county matching funds:

h. Administrative fee to County:

9. Supporting Documentation:

Marked-up previous resolution

No Markup, per consultation with County Attorney

Program information summary

Copy of proposal or estimate

Copy of grant award notification and information

Other _____

10. Remarks:

There are no previous resolutions or contracts, however resolutions 315-2021 and 252-2020 have been included for reference.

This is an annual housekeeping item for the County. The Community Development Plan that the Chamber creates and implements has been included in the County budget since 2013. This plan promotes Saratoga County initiatives/events through various types of publications. The Chamber working in conjunction with the County assists local businesses by leveraging economic development resources and providing financial and workforce development assistance.



12/8/21

SARATOGA COUNTY BOARD OF SUPERVISORS

RESOLUTION 315 - 2021

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

AUTHORIZING 2022 AGREEMENTS WITH VARIOUS AGENCIES

WHEREAS, Resolution 311-2021, appropriated certain 2022 monies for various public benefit organizations as authorized by County Law §224; and

WHEREAS, written agreements with the public benefit organizations are necessary to expend these appropriations; now, therefore, be it

RESOLVED, that the Chair of the Board is authorized to execute agreements with the following organizations for the cited amounts for their provision of the following services:

<u>ORGANIZATION</u>	<u>SERVICE</u>	<u>APPROPRIATION</u>
Ballston Spa Fire Department	Municipal Services	\$20,000
Capital District Regional Planning District	Regional Studies	\$56,539
Cornell Cooperative Extension Association of Saratoga County	Cooperative Extension services, Saratoga Co. Farm Guide update and Stormwater Management Services	\$1,323,189
Saratoga County Agricultural Society	County Fair Advertising	\$26,000
Saratoga County Council of Fish and Game Clubs, Inc.	Conservation Education	\$3,984
Saratoga Economic Development Corporation	Economic Development	\$225,000
Saratoga County Prosperity Partnership, Inc.	Economic Development	Amount Set by Tax Law §1202-g(9)

Saratoga County Soil & Water Conservation District	Soil & Water Conservation	\$132,160.30
Saratoga Performing Arts Center	Pilot Marketing Campaign and Economic Development	\$35,000
The Friends of Ulysses S. Grant Cottage State Historic Site	Historical Education and Heritage Tourism Development	\$75,000

; and, be it further

RESOLVED, that each agreement include the following provisions:

- a) payments shall be made to the organization's disbursing officer at such times as determined by the County Administrator;
- b) payments shall only be made upon submission of a duly certified and documented County voucher;
- c) the documentation for an organization's initial voucher shall include copies of its current budget, financial statement and compensation schedule;
- d) the organization shall refund any unused portion of its appropriation; and, be it further

RESOLVED, that this Resolution shall take effect on January 1, 2022.



SARATOGA COUNTY BOARD OF SUPERVISORS

RESOLUTION 252 - 2020

Introduced by Supervisors Pemrick, Kinowski, Kusnierz, Schopf, Tollisen, Winney and Wright

AUTHORIZING 2021 AGREEMENTS WITH VARIOUS AGENCIES

WHEREAS, Resolution 241-2020, as amended by 250-2020, appropriated certain 2021 monies for the Capital District Regional Planning Commission, Saratoga County Agricultural Society and various public benefit organizations as authorized by County Law §224; and

WHEREAS, written agreements with the public benefit organizations are necessary to expend these appropriations; now, therefore, be it

RESOLVED, that the Chairman of the Board execute agreements with the following organizations for the cited amounts for their provision of the following services:

<u>ORGANIZATION</u>	<u>SERVICE</u>	<u>APPROPRIATION</u>
Adirondack North Country Association, Inc.	promotion of Adirondack regional economy	\$2,000
Adirondack Park Local Government Review Board	Adirondack Park liaison	\$2,700
Capital Region Chamber	Community Development Plan	\$40,000
Cornell Cooperative Extension Association of Saratoga County	Cooperative Extension services, Saratoga Co. Farm Guide update and Stormwater Management Services	\$1,260,180
Emergency Medical Services Council	EMS training	\$43,000
Saratoga Center for the Family, Inc.	child abuse services	\$90,000
Saratoga County Council of Fish & Game Clubs, Inc.	conservation education	\$3,857
Saratoga Economic Development Corporation	Economic Development	\$150,000
Saratoga County Prosperity Partnership, Inc.	promote, provide and oversee all economic development activities of the County of Saratoga	Amount Set by Tax Law §1202-g(9)
Saratoga County Soil & Water Conservation District	soil & water conservation	\$125,886

Southern Adirondack Library System	regional library services	\$35,000
Lakes to Locks Passage	Corridor Management	\$6,000
Village of Ballston Spa	Municipal Services	\$20,000

and, be it further

RESOLVED, that each agreement include the following provisions:

- a) payments shall be made to the organization's disbursing officer at such times as determined by the County Administrator;
- b) payments shall only be made upon submission of a duly certified and documented County voucher;
- c) the documentation for an organization's initial voucher shall include copies of its current budget, financial statement and compensation schedule;
- d) the organization shall refund any unused portion of its appropriation; and, be it further

RESOLVED, that, upon submissions of proper vouchers, the County Auditor is authorized to approve the following payments:

<u>ORGANIZATION</u>	<u>SERVICE</u>	<u>APPROPRIATION</u>	<u>TYPE</u>
Capital District Regional Planning Commission	Regional studies	\$ 53,847	outright
Saratoga County Agricultural Society	County Fair advertising, and \$250,000 in matching funds for construction of new grandstand	\$276,000	outright

BUDGET IMPACT STATEMENT: No budget impact.



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Program Update 2022



2 0 2 4 Miles

Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
2009

Prepared for:

Saratoga County Board of Supervisors

May 2022



Community Development Plan 2022

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



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Plan 2022

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

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

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

Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION

2022 Funding: \$60,000

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

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

The 2022 project will produce the following results/deliverables:

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

• Provide feedback on the above activities in periodic reports

2022 Project 1: Maintain previous Community Development projects

ACTION

The 2022 project will produce the following results/deliverables:

- Historic Lock 19 / Vischer Ferry picnic area maintenance, conduct April work parties and assess potential improvements
 - Work Party in conjunction with LaBella Associates engineering took place at Historic Lock 19 on April 23, 2022. An award was presented to Pete for stewardship of this site over the past 10 years, by the Mohawk Towpath Scenic Byway. The ceremony was also attended by supporters of the Byway and volunteers from Hudson River Sloop Clearwater.



- Review any issues related to the Mechanicville Gazebo / waterfront Bulletin Board in conjunction with the City

- 2nd annual Mechanicville Fishing Clinic to be held June 25, sponsored by the Hudson River Fishermens Association and G.A. Bove Fuels

- Support the Halfmoon Business and Economic Development Committee, especially the proposed Area 3 Halfmoon Intermodal Industrial Complex.

- The site has seen some interest of late from industrial operations, though no entity has been found that would be able to utilize the rail/canal link to their benefit. The fact that company site selectors are actively trying to figure out the logistics of rail and canal in Area 3 is a cause for much optimism, however.

2022 Project 1: Maintain previous Community Development projects

ACTION

The 2022 project will produce the following results/deliverables:

- Review the Waterford Canal Festival which hasn't been run in two years due to COVID concerns, and develop a plan for its future in conjunction with the Town and/or Village of Waterford

- Waterford Canal Festival 2022 will be a partnership between the Chamber of Southern Saratoga County, the Village of Waterford and the Town of Waterford.

- Leading Sponsors are:



- Admiral: Momentive, Twin Bridges Recycling

- Commander: Stewart's Shops, MVP Healthcare, State Farm – Christina Lloyd Insurance Agent

- Helmsman: Port of Albany, LaBella Associates



- Ensign: BPI Piping/BPI Mechanical

- Boat rides will be offered free of charge by Mohawk Maiden Cruises, Hudson View River Cruises, and Solar Sal Boats (courtesy of our sponsors and the Community Development Program). The first-ever all fiberglass Solar Sal 24, fully solar electric pleasure boats will be making their world debut at this year's Festival. No fossil fuels ever, and no need to plug into "the grid" to recharge the batteries!



- Fishing clinic by volunteers of the Hudson River Fishermen's Association. Each child will receive a \$10 gift certificate to Wiggly Worm Bait Supply in Burnt Hills
- NYS Canal Corp to provide some materials/education to families to help avoid the inadvertent propagation of the Round Goby into canal waters by anglers

Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
2020



2022 Project 1: Maintain previous Community Development projects

ACTION

The 2022 project will produce the following results/deliverables:

- Place “Renew Here” DMV information at the Waterford Canal Festival and other fairs/festivals where we exhibit
 - Ongoing
- Host a large tent at the Saratoga County Fair and support the Saratoga County Agricultural Society
 - Working with the Fair to develop the exhibit for July’s event – a 20x40 exhibit is planned
- Maintain the MaltaNYBusiness.com website.
- As previously reported, www.MaltaNYBusiness.com has been fully propagated with information on every business in the Town of Malta. It has information on various aspects of life, working in and visiting the town, and links to the Town website as well as some demographic information
- Provide feedback on the above activities in periodic reports
 - Ongoing

2 0 2 4 Miles

Prepared by:
THE CAPITAL DISTRICT



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

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

The 2022 project will produce the following results/deliverables:

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



**Visitors
Information**



Prepared by:
THE CAPITAL
REGIONAL PLANNING
200



2022 Project 2: Operation of the Rest Area Visitor Center

ACTION

The 2022 project will produce the following results/deliverables:

- Staff the Clifton Park Visitor Center as per agreement with New York State Department of Transportation
 - Staff is maintaining the Center as per agreement
- Promote events submitted by all Saratoga County municipalities on the Clifton Park Visitor Center monitor seen by 1,000 travelers daily
 - Some examples:



- Place "Renew Here" DMV information at the Clifton Park Visitor Center
 - Renew Here information remains on display
- Report on activities at the Center to the Economic Development Committee
 - The Visitors Center continues to see considerable traffic and we expect a very busy year. We hope that all municipalities in Saratoga County will share event information with us to display on the TV.



Prepared by:
THE CAPITAL
REGIONAL PLANNING
COMMISSION
2020



Visitors
Information



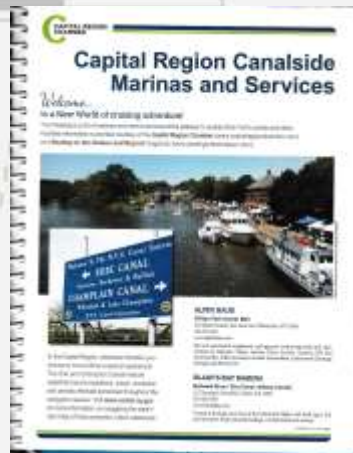
2022 Project 3: Promotion of Saratoga County initiatives and events through area fairs/festivals, Maptech Cruising Guide, and area publications

PLAN

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

The 2022 project will produce the following results/deliverables:

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



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

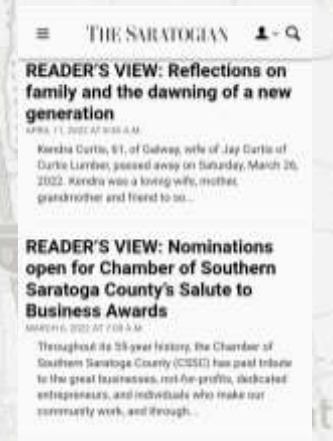
ACTION

The 2022 project will produce the following results/deliverables:

- Chamber attendance at many local festivals as warranted
 - Chamber will have exhibits at the Waterford Canal Festival, Tugboat Roundup, and Saratoga County Fair
- Chamber to continue the “Canal gateway” spread in the Maptech Cruising Guide
 - Three page spread ready to print Spring 2022
- Promotion of Saratoga County and its business community in articles, social media and other news sources



•Some examples:



•Report on related activities to the Economic Development Committee

- Regular media articles in the Gazette, Clifton Park and Malta Neighbors, the Saratogian, Saratoga Business Report, Boating on the Hudson and social media related to Saratoga County business



Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING
2000

2022 Project 4: Infrastructure Review

PLAN

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



The 2022 project will produce the following results/deliverables:

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

2022 Project 4: Infrastructure Review

ACTION

The 2022 project will produce the following results/deliverables:

- **Convene meetings of stakeholders in conjunction with appropriate agencies, and provide feedback on potential remedies to Saratoga County, on the following issues:**
 - **Farm tractors on roads – aggressive drivers are making it hard for farmers to move tractors between fields, and there have been some accidents and near misses because of this**
 - **Following up on the March DOT event, the CSSC is hosting a farm tractor exhibit at the Waterford Canal Festival with information demonstrating the need to respect farm tractors on roads, and explaining proper etiquette. An article in the 2Q Saratoga Business Report printed version will also discuss this important topic.**
 - **Canal advocacy – efforts by some groups to sever the Erie and Champlain Canals will have direct impact on water tourism and commercial marine transport to Saratoga County. Also Canal issues have thwarted attempts to make progress on Area 3**
 - **Waterford Canal Festival to feature a seminar on avoiding the use of Round Gobies as bait. The Chamber and others advocated for a complete operation of the Champlain Canal for 2022 and the Canal Corp is planning normal operation, however we have been advised that the invasive species question will remain an issue for the foreseeable future.**
 - **Farm/Marine Industry issues – generational transition, land use/transfer, solar farms, questions of highest and best use, and the integration of the next generation in both of these industries into the business community**
 - **Meeting date TBD**
 - **Truck strikes on bridges/improper use of roads – several area bridges have been damaged or compromised in recent months by truck strikes. Vehicles and aggressive drivers are increasingly being seen on our rural roads and traffic incidents are on the rise**
 - **Meeting date TBD**

Prepared by
THE CAPITAL DISTRICT
REGIONAL PLANNING BOARD

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

PLAN

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

The 2022 project will produce the following results/deliverables:

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



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

ACTION

The 2022 project will produce the following results/deliverables:

- Provide resources to support the growth of existing businesses
 - Ongoing
- Work with Saratoga County officials on economic development opportunities
 - Ongoing conversations between Center for Economic Growth, Chamber, and Saratoga County leadership as well as several individual towns. Continuing to seek input from communities regarding specific issues/opportunities. Also have worked with SEDC's Dennis Brobston in attracting several potential new businesses to the area.
- Discuss with Economic Development Committee Chair any advocacy topics which might be elevated and included in chamber legislative agendas
 - Chamber recently signed a letter supporting grant funding for the 250th Anniversary of the Battle of Saratoga. Workforce, regulation, taxation and high costs are major issues facing businesses today, all of which are part of the Chamber's legislative agenda.
- Discuss with Economic Development Committee Chair potential gaps in services/products needed for economic development and provide updates on efforts to obtain such resources regionally
 - Ongoing



A Walk Through Waterford – New Business Openings and Anniversary Celebrations

-Pete Bardunias, Senior Vice President, Membership and Community Advancement, Capital Region Chamber



Ribbon Cutting at Waterford Village Hall

For the celebration at the new Village Hall, Mayor J. Bert Mahoney cut the ceremonial ribbon, dedicating the new space and sharing information about the expanded offices and visitor information. The offices are very centrally located and give the Village a high visibility spot to connect with its citizens. It will also help out-of-towners seeking directions or advice to find the services they seek. Waterford is, after all, a destination, and people visit for many reasons.

Established in 1794, Waterford, NY is America's oldest continuously incorporated village. This community was founded as the fledgling United States of America began its ascent to greatness in the years after the Revolution, and quickly became a major part of the Industrial Revolution due to its location at the junction of the Erie and Champlain Canals and the location of much industry here. Henry Hudson may have been disappointed by his failure to find the fabled Northwest Passage, but at least DeWitt Clinton succeeded in making at least part of that dream come true by creating the canals. Innovations like the Button fire engine helped bring forth new technologies needed by a growing nation. Even in the 20th century, space age materials made of silicone by GE Silicones (now Momentive Performance Materials) continued to push the pace, at every level.

Today, Waterford is perhaps a little quieter than it was in the days of tugboats, trains and trolley cars but it is still a place with an interesting culture and a proud history. The annual waterfront festivals (May, July, August, September) are exciting, regional attractions. New businesses are opening along its main thoroughfares. Hatchet Hardware (42 Saratoga Ave, (518) 233-1073, hatchethardware.com), for example, came to the so-called "north side" a few years ago, and has done well for that expanding family of stores despite the Pandemic. On Broad Street, the Village has dedicated a new Hall at 73 Broad Street (at the site of the former Maloney's Flower Shop), while new places to find food are springing up all over. This past Wednesday, a walk-through was conducted in the Village, celebrating openings and milestones at several locations.



Ribbon Cutting at Irresistible Nutrition

After the Village Hall dedication, the entourage went on the road, walking over to Irresistible Nutrition (53 Broad Street, (518) 326-3008), which opened recently under new ownership, Timmy Van Sleet and his fiancée Candace (formerly of Unbeatable Nutrition in Troy, owned by Tim's mom Diana). The celebration involved cutting the ribbon officially dedicating the store and its tasty, nutritious smoothies and juices. It also was a celebration of family, as the Van Sleet family were represented by four generations of family members for the special occasion. The enthusiasm was very high as community and family came together to wish the Van Sleet family well.

In between ribbon cuttings, the group stopped in to pay a short visit to Rich Bronk at Port of Call Consignments (57 Broad Street, (518) 874-1643, portofcallconsignments.com). Rich celebrated 10 years in business in 2021 but the ongoing COVID crisis meant we never got on there to do an anniversary ribbon cutting. The Chamber is very proud of entrepreneurs like Rich who have persevered through good times and bad, to make their businesses work and become a fixture in the community they live in and love.



Rich Bronk stands behind the counter with guests at Port of Call Consignments.

Photo courtesy of Senator Daphne Jordan

If you are in the market for household goods, Lionel trains, old fishing tackle (rods, reels and lures), vinyl records, CDs, used tools, fluorescent bar signs, and so much more, please give Rich a visit. This store is amazing and he sells stuff on eBay too!

The morning concluded with a spectacular grand opening/ribbon cutting celebration at Ze Cuisine & Cafe on Broad Street (49 Broad Street, the site of the former Broad Street Café, (518) 326-2476, zecuisineandcafe.com). Fouad Harajim and wife Zineb put out the most amazing spread of interesting Mediterranean and American dishes, plus a world class array of desserts! Julie Baker of Keller Williams Realty was amazing, and helped with everything from serving to cleanup to coordination of the event. The restaurant was full to capacity and the ribbon cutting was a first-class event!

Ze Cuisine is a place to visit for everyone in the Capital Region, and also a destination for boaters coming from downstate or Great Loopers on their journey. Harbormaster Jeff Cleary or one of the volunteers at the Visitor Center will direct visitors to this great restaurant and others just blocks from the docks.

For the morning celebrations, the Village of Waterford was represented by Mayor Bert Mahoney and Deputy Mayor Russ Vandervoort, and the Town of Waterford was represented by Deputy Mayor Laurie Marble, Town Clerk Mary Shannon Carrigan, and Harbormaster Jeff

Cleary, in addition to board members and staff from both Village and Town. State Senator Daphne Jordan gave congratulatory Senate citations to each of the businesses, and Assemblyman John McDonald gave his congratulations with an enthusiastic message before racing down to Albany for an important legislative session. The Chamber was represented by the author, plus volunteer Ambassadors Alan Baker of Creative Marketing Concepts, John Lofrumento of Allstate Insurance, retiree Ron Mason, and Chris Curtis of Momentive Performance Materials. Darlene McGraw, an activist in the community for accessibility and public transit, rode her specially outfitted tricycle all the way down from Halfmoon for the event, and former Chamber of Southern Saratoga County board member Pauline Bartel was present at the Ze Cuisine ribbon cutting. She is a tremendous advocate for the village and its nearby scenic byways.

The day's events showcased the spirit of community and served as a reminder why Saratoga County and the surrounding Capital Region are some of the best places in the entire state to live, play, and work! All 2022 ribbon cuttings of the Capital Region Chamber and its affiliates are sponsored by the Saratoga National Bank and Trust Company.



Ribbon cutting at Ze Cuisine & Cafe

For more info about the Chamber and its programs, please visit www.capitalregionchamber.com

Life's Cycle: New Beginnings and Unfortunate Passings

-Pete Bardunias, Senior Vice President, Membership and Community Advancement, Capital Region Chamber



The ribbon is cut as owner Mike Fortin, daughter Emma Jayne, wife Amber and son Max celebrate their great new restaurant in Halfmoon. Emma Jayne's is open for lunch and dinner six days each week. The Chamber was assisted by volunteer Ambassadors Alan Baker, Judy Brinkmann and Ron Mason, and the event was attended by Assemblywoman Mary Beth Walsh, Senator Daphne Jordan, Halfmoon Town Supervisor Kevin Tollisen, Councilman/Business and Economic Development Committee Chair Jeremy Connors, and many well-wishers.

Photo courtesy of Senator Daphne Jordan.

Life has a way of reminding us that forces greater than ourselves are in charge. Anyone who spends a lot of time out and about in the southern Saratoga County community, and who gets to know the people in it on an intimate basis, will become aware of this phenomenon pretty quickly. This week's column is devoted to two new beginnings, and two unfortunate goodbyes.

Young Emma Jayne Fortin has a restaurant. Just ask her, and the reply will be, "it's my restaurant!" And who is going to argue? Her Dad can point to the sign out front – it says "Emma Jayne's Restaurant" after all! Emma Jayne's Restaurant (1475 Route 9, Halfmoon, (518) 982-1526, emmajaynesrestaurant.com) is the culmination of a lot of work by owner and chef Michael Fortin and his family. The Krug Group for a fantastic job on the renovations, Tech Valley Office Interiors came through with some beautiful chairs and barstools, and the amazing staff pulled everything together in a hurry. Located next door to Fred the Butcher, this is a great eatery that is well worth the visit, open six days per week (closed on Mondays) from 11AM for lunch and dinner. The menu is varied enough to provide something for everyone, and the food is prepared to order

by Chef Mike and his team in the kitchen. It's good to see a restaurant return to this part of Halfmoon!

Up in the northwestern corner of the Town of Ballston, area farmer and town councilman Chuck Curtiss was joined by his fiancée Sara Meierdiercks in celebration of 10 years for the Willow-Marsh Farm Store (343 Hop City Rd, Ballston Spa, (518) 288-3347, willow-marshfarm-store.com) plus a new beginning and "Grand Reopening" as they plan their life together as owners of the store and adjacent farm. The store features locally grown and raised products, plus items from various vendors on display. The meat, especially the pork, is quite unique, from Mangalitsa pigs that believe it or not are especially healthy options for the table! Check out Willow-Marsh Farm Store for the best in raw milk, eggs, even ice cream, maple products, jellies/jams, candies, pies and so much more! Assemblywoman Mary Beth Walsh supported the event by bringing citations from both yourself and



Assemblywoman Mary Beth Walsh presents a citation to Willow-Marsh Farm Store owners Chuck Curtiss and Sara Meierdiercks as the author looks on with ribbon and scissors at the ready. The couple is celebrating their new beginning as owners of the store, and 10 years of past operation.

Photo courtesy of Assemblywoman Mary Beth Walsh.

Senator Jim Tedisco, who was unable to attend but wanted to send along his best wishes. Town of Ballston Supervisor Eric Connolly and Councilman Robert Fendrick came in support, along with Jamie Pettis from the Saratoga County Farm Bureau.

The many generations of the Curtiss family have impacted Saratoga County's past, present and future and, literally, its



The late Kendra Curtis was a perfect compliment to her husband, Jay, and a strong bulwark of motherly support for daughter Kylie (Curtis) Holland and son Christopher. She will be missed by the family, friends and community that loved her.

Photo courtesy of the Curtis Family.

landscape. Chuck is 5th generation on his farm. Other branches of the family, including some who dropped the second "s" from the name, went into various businesses including the famous Curtis Lumber Co., which now has 23 Convenient Locations in New York and Northern Vermont.

A beloved member of that family was sadly taken from us last week, as Kendra Curtis, 61, of Galway, wife of Jay Curtis of Curtis Lumber, passed away on Saturday, March 26, 2022. Kendra was a loving wife, mother, grandmother, and friend to so many in the community, and an inspiration to those who knew and loved her. Born August 7, 1960, in Granville, Kendra lost her father at a young age, and grew up with her mother and her three sisters on their family dairy farm in North Hebron. She met Jay in college, at the Adirondack Balloon Festival and was able to enjoy building a life with him for over 40 wonderful years. They were often seen together at area events and Kendra's personality formed the perfect complement to her husband's! Kendra believed that family, faith, and caring for lost and homeless animals were the source of life's joy.

She truly lived a life of servitude, providing a kind and generous hand to anyone in need. Kendra will fondly be remembered by those who loved her dearly as a radiant of love, laughter, and kindness.

Another unfortunate passing also happened in recent days, as the community said goodbye to Ralph Spillenger, the colorful, cranky, and cantankerous past owner of several area restaurants and bars, most recently the Bayou Café in Burnt Hills. Anyone who knew Ralph will never forget him. At the same time, anyone who new Ralph also knew that the gruff exterior hid a heart of gold. The man was simply a treasure to his friends and loved ones. He was a well-known musician and brought much joy to friends and patrons of his businesses. Ralph is survived by his wife Sharleen, his daughter Lilyanne Phillips, and son Shane, who follows in Dad's footsteps as owner of Nanola restaurant (2639 Route 9, Malta, (518) 587-1300, nanolamalta.com).



Always good for something interesting, the late Ralph Spillenger shows off a guitar made out of a cigar box to the author and guests at a lunch a few years ago. Ever the improviser himself, Ralph's career as an area musician and restaurateur spanned decades.

For more info about the Chamber and its programs, please visit www.capitalregionchamber.com



Milestones, Celebrations and Recognition of Hard Work and Dedication

-Pete Bardunias, Senior Vice President, Membership and Community Advancement, Capital Region Chamber



Carmen Ramjeet, a fixture to Trustco Bank customers for three decades, and a dedicated community citizen in southern Saratoga County.

On April 13, 1992, a young lady named Carmen started her career in banking at Trustco Bank (trustcobank.com) as a teller. She worked her way through the ranks, becoming head teller, customer service representative and eventually a branch manager in 2000. Carmen Ramjeet became a well-known leader in area banking and served at multiple locations throughout the area. These days, Carmen is a Branch Officer at the Trustco branch on Clifton Country Road just a short walk from the Capital Region Chamber/Chamber of Southern Saratoga County's local office. Carmen celebrated 30 years with the Bank this month, highlighting a career that has impacted many in our community and is still going strong! In addition to her professional duties, Carmen has spearheaded the Chamber of Southern Saratoga County's community development support for Wellspring and the donation by many Trustco customers of important items needed by victims of domestic violence as they seek to rebuild their lives following departure from their spouses, homes, and often, most of their possessions. For more information, please stop in and see Carmen at the bank branch or visit wellspringcares.org.

On Thursday, April 14, a venerable Clifton Park institution celebrated its new management and vision with a special grand opening celebration: the Cooley Kill Restaurant & Bar is the new name for the

roughly 75-seat restaurant in the back of the building that also houses the Pro Shop and the Vista catering facility at the Van Patten Golf Club (924 Main St, Clifton Park, (518) 877-5400, vanpattengolf.com). The new ownership is very proud to be making a series of huge improvements to the Club which will take a decade to finish. Saratoga Springs resident Lance Orcutt and his team are determined to make this facility one of the best around, and they've got the right designer on the job - Rees Jones, son of legendary golf course designer Robert Trent Jones. Orcutt is also the founder and President of the Executive Group (executivegroupinc.com) based in Amsterdam.



The enthusiastic ribbon cutting for the Cooley Kill Restaurant & Bar, done in front of the majestic course at the Van Patten Golf Club.

Both the Capital Region Chamber and Saratoga County Chamber of Commerce were represented by staff and volunteer Ambassadors for the event. Saratoga County Chamber Executive Vice President Denise Romeo led that organization's delegation, joined by several of her staff associates, while Sabrina Heilmann and I represented the Capital Region Chamber and its Chamber of Southern Saratoga County affiliate. Dignitaries included State Senator Jim Tedisco, Stacie Agostino representing Assemblywoman Mary Beth Walsh, and Clifton Park Town Supervisor Phil Barrett. All 2022 ribbon cuttings of the Saratoga County Chamber are sponsored by First New York Federal Credit Union, and those of the Capital Region

Chamber are sponsored by the Saratoga National Bank & Trust Company.



Frank Gallo, owner of Frank Gallo & Son, Florist, poses in front of his creations in this recent Daily Gazette photo.

We who lead offices and staffs are very lucky to be able to celebrate Administrative Professionals' Day, April 27, 2022 (a/k/a Secretaries' Day). For 32 of the 40-plus years I have known her, my wife Eileen has done that job for the General Electric Company, in Stamford and Norwalk, CT, and then Schenectady for over a decade. And this year, local businesses are coming up with some great ways to celebrate the administrative professionals who matter most to us. For example, Frank Gallo & Son Florist ((518) 463-3377, frankgallo.com), a local flower shop serving the region since 1920 and ranked in the top 100 Florists in the USA by FTD, is partnering with Duck Donuts (duckdonuts.com) to provide a special treat. For deliveries within the Capital District, all flower purchases from Gallo of \$49.95 or more will receive a gift card for a free box of donuts from Duck Donuts. This is a great chance to support and promote two local businesses, and to remember those who make our offices run smoothly. The team of Gallo and Duck Donuts is also extending the offer to anyone purchasing flowers for any occasion through April 30, 2022.

The International Center of the Capital Region (iccralbany.org) is preparing for an

Achievement Awards event late this year, which will honor foreign-born community members who have made significant contributions to the Capital Region, and advanced cross-cultural dialogue. They are seeking nominees, and this opportunity has been extended through April 29, 2022, at 5pm. Awards will be given in the following categories: Business & Entrepreneurship, Civic Engagement & Citizenship, Community Service & Philanthropy, Distinguished Career, and a community member will be recognized who has shown outstanding commitment to citizen diplomacy as ICCR volunteer of the year. Please check out their website for more information or to make a nomination. And save the date: the 2022 Achievement Awards will take place on Saturday November 19th, 2022, from 5-8pm.



The International Center of the Capital Region has worked with area chambers of commerce for many years, including affiliates of the Capital Region Chamber. In this 2012 photo, the Chamber of Southern Saratoga County entertained representatives from eight Chambers of Commerce from Tunisia, pictured here standing in front of a GE turbine blade.

For more info about the Chamber and its programs, please visit www.capitalregionchamber.com

