

Economic Development Committee Minutes
May 5, 2022 – 3:30 p.m.

Present: Chairman Kevin Tollisen; Committee Members Joe Grasso, Mark Hammond, Jonathan Schopf, Kevin Veitch, Matt Veitch, and Tom Wood; Supervisors Phil Barrett, Bill Peck; Steve Bulger, Ridge Harris, Matt Rose, Christine Rush, County Administrator; Michael Hartnett, County Attorney; Andrew Jarosh, Treasurer; Jenniffer McCloskey, Employment & Training; Jason Kemper, Planning & Economic Development; Pete Bardunias, Capital Region Chamber.

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 April 7, 2022 meeting were approved unanimously.

A motion was made by Mr. Grasso, seconded by Mr. Hammond, to authorize an agreement with the Capital Region Chamber of Commerce. Unanimous.

Mr. Bulger said that funding in the amount of \$60,000 was included in the 2022 budget for this agreement and Community Development Plan. Mr. Bardunias gave an overview of the plan which was distributed with the agenda. A copy of the Community Development Program update is attached to these minutes.

Supervisor Barrett gave a brief update to the committee regarding the Saratoga County Prosperity Partnership. At a recent SCPP Board meeting, the consensus of the board was that in light of the fact that operations are being slowed down, they will not request funding from the County for the remainder of the year. This will leave approximately \$350K of tourism and economic development funds available for other uses. Mr. Barrett proposed possibly doubling the current allocation of funding to municipalities for the Economic Development and Community Planning Fund. This has been a successful program since it began in 2019. Another proposal would be to invest in the planning of the upcoming 250th Anniversary of the Battle of Saratoga. The 250th Commission are actively planning the celebration and if prepared correctly, having events and infrastructure in place, this celebration will benefit the entire County's economy. Mr. Barrett suggested offering \$100K of seed money as a start towards the planning efforts.

Mr. Veitch said that the occupancy tax law would need to be amended in order to back the funding out of the Partnership. Mr. Hartnett said that he can draft a proposed Home Rule legislation request to amend the occupancy tax law for the Committee's consideration. Currently under the contract with the Partnership, any unspent funds would come back to the County anyway, as long as they are utilized for the same intended purpose. Mr. Hartnett said that he believes both of Supervisor Barrett's proposals fit within the purpose.

A motion was made by Mr. Grasso, seconded by Mr. Schopf, to authorize additional appropriations for the Municipal Economic Development Grant Program and the Saratoga County 250th American Revolution project. Unanimous.

Mr. Tollisen said that the approximate \$7K in funding that is currently provided to each municipality has been very popular and widely used. Doubling this to approximately \$14K per municipality will go even further. The anniversary of a turning point in our Nation's History is an important event to recognize. Mr. Wood said that he is a member of the 250th Commission and believes the proposed allocation would be an excellent use of the funds.

Mr. Bulger said that the Planning & Economic Development office will be taking over the management of the Economic Development Municipal grants. If the increase in funding allocation to these grants is approved, Mr. Kemper's office will be reaching out to Supervisors to get the ball rolling on that project.

Mr. Hammond suggested that information regarding the 250th Commission be sent to Mr. Bardunias for the Exit 9 Visitor Center.

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

Respectfully submitted,
Therese Connolly
Clerk of the Board



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.



Visitors Information



Prepared by:
THE CAPITAL
REGIONAL PLANNING
200



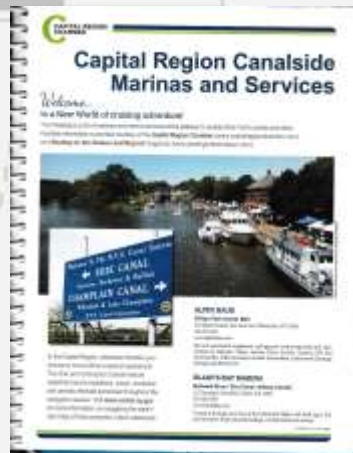
2022 Project 3: Promotion of Saratoga County initiatives and events through area fairs/festivals, Maptech Cruising Guide, and area publications

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

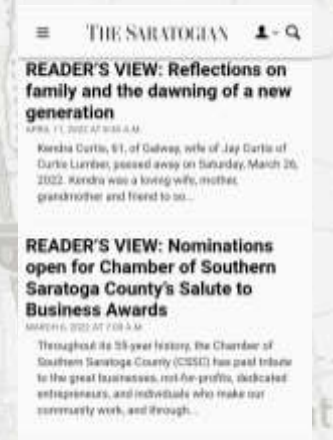
ACTION

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
COMMISSION
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

