



Economic Development Committee

Thursday, September 8, 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 August 4, 2022 meeting.
- III. Community Development Update – Pete Bardunias, Capital Region Chamber of Commerce
- IV. Other Business
- V. 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: Board of Supervisors

DATE: 9/1/2022

COMMITTEE: Economic Development

RE: Community Development Update from the Capital Region
Chamber of Commerce, Pete Bardunias

1. Is a Resolution Required:

2. Proposed Resolution Title:

n/a

3. Specific Details on what the resolution will authorize:

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

County Attorney's Office
Consulted

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

Please see attachments for impacted budget lines.
(Use ONLY when more than four lines are impacted.)

Revenue

Account Number	Account Name	Amount
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Expense

Account Number	Account Name	Amount
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Source of Revenue

Fund Balance	State Aid	Federal Aid	Other
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5. Identify Budget Impact:

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- a. G/L line impacted
- b. Budget year impacted
- c. Details

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

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:

Human Resources Consulted

Purchasing Office Consulted

8. Is a grant being accepted: YES or NO

County Administrator's Office Consulted <input type="checkbox"/>

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:



THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

Community Development Program Update 2022



Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION
2000

Prepared for:
**Saratoga County Board of
Supervisors**
August 2022





THE CHAMBER OF
SOUTHERN SARATOGA
COUNTY

An Affiliate of the
Capital Region Chamber

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

Prepared by:
THE CAPITAL DISTRICT
REGIONAL PLANNING COMMISSION



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
 - Significant vandalism occurred at the Picnic Area site this past June, just two weeks after the Spring updates were performed. Thanks to support from Curtis Lumber, Robinson's ACE Hardware and some local community citizens, it was fully repaired within days. Also, the Town of Clifton Park worked with the Chamber to develop a new kayak launch area at the request of the local Fire Department, so as not to interfere with their emergency launch.



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

- Momentive team to assist the Chamber as well as the Mechanicville Chamber in a cleanup project on August 31 at the Gazebo.

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

- No update

Prepared by:

THE CAPITAL DISTRICT

2022 Project 1: Maintain previous Community Development projects

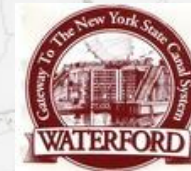
ACTION

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 was a partnership between the Chamber of Southern Saratoga County, the Village of Waterford and the Town of Waterford.
 - Attendance estimated at 8,000

• Leading Sponsors are:

MOMENTIVE™



• Admiral: Momentive, Twin Bridges Recycling

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

• Helmsman: Port of Albany

• Ensign: BPI Piping/BPI Mechanical



• Boat rides were 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 made its world debut at this year's Festival. No fossil fuels ever, and no need to plug into "the grid" to recharge the batteries!

Prepared by:

REGIONAL PLANNING COMMISSION
2000



• Fishing clinic by volunteers of the Hudson River Fishermen's Association served over 50 children. Each child received a \$10 gift certificate to Wiggly Worm Bait Supply in Burnt Hills

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
 - Large Fair tent exhibit hosted near Gate 3, with information on area businesses plus attractions throughout Saratoga County. Also supported the dedication of the Agricultural Economic Development Building plus the 1700-seat bleachers with a ribbon cutting, promoted the Turning Point 250 announcement, and, before the Fair, the dedication of the Historic Marker near Gate 5.



- 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
- Met with Supervisor Hammond to review the Chamber programs in Malta

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



Prepared by:
THE CAPITAL
REGIONAL PLANNING
200



**Visitors
Information**



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:



Celebrate New York State's Canals!
 May 21 (10am-6pm)
 May 22 (10am-3pm)
 Exit 8A – Grooms Rd eastbound past Route 9 follow signs all the way to downtown Waterford and the docks.
 (1 Tugboat Alley, Waterford, NY 12188)
www.waterfordcanalfestival.com

Activities include: Kids' Fishing Clinic, Boats/Vendors/Food, Kids' Activities.



MARKETS at ROUND LAKE
 Aug 13 + 14 2022
 Exit 11 – turn right, and turn back time in This historic and unique Village!
 AUGUST 13-14, 2022
 Sat 9-5, Sun 10-4
 Markets at Round Lake Aug 13 + 14 2022

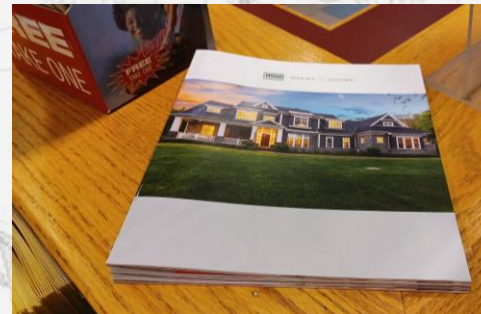


Town of Galway Blueberry Festival
 Saturday, July 30th
 Dockstader Recreation Park
 9am-5pm
 Exit 12 Follow NY 67 west to NY 147 North
 Saturday, July 30, 9am-5pm

Activities include: Star Farm Blueberries, Blueberry Hill Organic, Fair Deal Farm.

- 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
 - This year was a very busy one. Many visitors came to the Center, asked lots of questions of our staff, and were seeking as much info as possible on local attractions. We also tried an experiment with local real estate info for a premium Saratoga Springs property and visitors were eager to pick up this info from the desk.

Prepared by:
 THE CAPITAL REGIONAL PLANNING BOARD



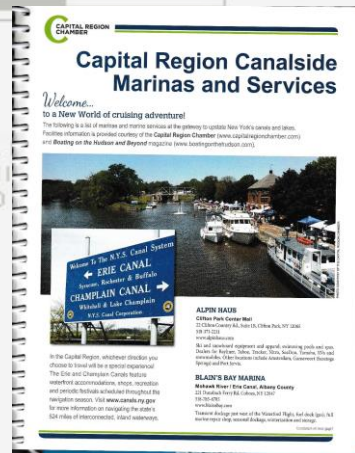
2022 Project 3: Promotion of Saratoga County initiatives and events through area fairs/festivals, Maptech Cruising Guide, and area publications

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 had 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 printed Spring 2022
- Promotion of Saratoga County and its business community in articles, social media and other news sources

•Some examples:

Community Advancement – Bringing People Together for Business and Recreation
 -Fisa Berdman, Senior Vice President, Membership and Community Advancement, Capital Region Chamber



With the arrival of summer and the warm weather, many people are looking for ways to spend their time outdoors. One of the best ways to do this is by attending a community event. The Capital Region Chamber is proud to announce that it will be sponsoring several community events throughout the summer months. These events are designed to bring people together for business and recreation. They are also a great way to support local businesses and organizations. The Chamber is committed to providing a variety of services and programs to its members and the community. These events are a great way to get involved and make a difference in our region.

Major Business Initiatives, Networking, Ribbon Cuttings, and Events
 -Fisa Berdman, Senior Vice President, Membership and Community Advancement, Capital Region Chamber



The Capital Region Chamber is proud to announce that it will be sponsoring several major business initiatives, networking events, ribbon cuttings, and events throughout the year. These events are designed to bring people together for business and recreation. They are also a great way to support local businesses and organizations. The Chamber is committed to providing a variety of services and programs to its members and the community. These events are a great way to get involved and make a difference in our region.



READER'S VIEW: Support local agriculture and have fun at the fair!
 JULY 17, 2022 AT 1:00 P.M.

The Saratoga County Fair is back in full swing for 2022, and that is good news not only to fair aficionados everywhere, but also area farm owners for whom fairs...



The Chamber of Southern Saratoga County is at Dockstader field.
 Jul 30 · Charlton, New York

Scenes from today's Galway Blueberry Festival. Today (7/30/22) till 5pm!

#ourfocuslocal #thinkandbuylocal #southernaratoga #saratoga #Galway #nofarmnofood #GoCapNY #CapitalRegionUnited

READER'S VIEW: Stewardship of canal history, celebrating its past, present and future
 MAY 8, 2022 AT 8:30 A.M.

I had the pleasure of receiving an award this past month (given in January but done virtually at the time thanks to the then-ongoing COVID crisis) that is very special...

•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 REGION PLANNING
 2000



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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

Prepared by:

REGIONAL PLANNING COMMISSION

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
 - CSSC hosted farm tractor safety exhibit at the Waterford Canal Festival, along with an article in the 2Q edition of Saratoga Business Report on Farm tractor safety.
 - 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
 - Chamber is monitoring the situation with the Marine industry and the Champlain Canal, feedback is that the double flushing of the Lock is a concern, but so is the reduced season and controlling depth issues on parts of the Canal System.
 - 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 has not yet been set, but we have been speaking independently with farms and marine businesses to better understand concerns.
 - 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
 - Our sister organization, The Chamber of Schenectady County and our parent, the Capital Region Chamber have been monitoring the ongoing situation in the Town of Glenville, which so far has not prevented truck strikes on the infamous bridge on Glenridge Road. Awaiting results of planned laser system to see how that impacts the driver issues. Even the turnaround area has not stopped strikes, though some trucks have indeed been able to turn.

Prepared by:
THE CAPITAL DISTRICT
REG

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
 - Chamber Business Growth and Community Advancement teams have worked with many businesses in Saratoga County, with varying results. Regional DEI/BIPOC initiative supported by \$1.5 million grant from Business for Good, Key Bank and CDPHP.
- 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.
 - Have discussed various initiatives with leaders of several local communities, and brought feedback to our Leadership Team in hopes of helping find prospects to refer to these towns/villages.
 - Reviewed development site in Northumberland on the Hudson River.



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:

- Discuss with Economic Development Committee Chair any advocacy topics which might be elevated and included in chamber legislative agendas
 - Workforce, regulation, taxation and high costs are major issues facing businesses today, all of which are part of the Chamber's legislative agenda.
 - Some businesses have closed due to lack of help and high costs. We feel that more education for entrepreneurs may also help. The businesses that closed were unable to deal with the flood of responsibilities and costs that emerged from the post-COVID economic situation, along with the lack of help and demands on their own time and abilities.
- 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.
 - Have met with Supervisor Tollisen to discuss situation –region thankfully doing better than most in the state of New York.
 - Considering suggestions for better promotion of towns/villages in Saratoga County. The Rest Area info center remains an underutilized asset.