

Saratoga County Prosperity Partnership
2911 Route 9
Malta, NY 12020
Minutes of the Board Meeting
1.18.16

Meeting called to order at 2:01 by Chairman Jack Lawler.

Board members in attendance: Chairman Jack Lawler, Brendan Chudy, Rita Cox, Gary Dake, Anita Daly, Penny Hill, Art Johnson, Ed Kinowski, Justin Miller, Matthew Veitch, Charles Wait, David Wood.

Employees in attendance: Marty Vanags, Alyssa McClenning, Judy Soukup

Approval of Minutes – Jack Lawler

Motion to approve minutes as presented made by Gary Dake, seconded by Ed Kinowski. On a voice vote the motion was unanimously approved.

Treasurer’s Report – Art Johnson

Art reviewed 2015 end of year expense report. Art presented 2015 End of Year total in bank account of \$319,162.73. That amount was given back to the county in the form of a check from SSCP.

Art mentioned that the funding had been deposited for 2016 from the County, in the amount of \$778,000.00. He then reviewed the running total of bills starting at January 1, 2016. Total of bills to be approved on January 18, 2016: \$41,474.93. Jack Lawler requested the \$7500 payment to Zone 5 to be removed until further backup and explanation can be provided. Marty Vanags said additional backup will be provided.

Motion to approve the Treasurer’s Report as presented made by Ed Kinowski, seconded by David Wood. On a voice vote the motion was unanimously passed.

President’s Report – President Marty Vanags

Marty reviewed the Project Summary report, noting one addition.

Chris Schastok (site consultant) of CBRE in Chicago visited in January 5th&6th. They were able to fit a lot into that visit, but it was mostly about relationship building and giving him understanding of what assets are available in Saratoga County.

Last Friday we held a demo of a Customer Relation Management System that Marty has used previously, and is in the 2016 budget for SSCP. Todd Shimkus and Peter Bardunias were both able to participate in the demo. This ties into the BRE, and SSCP will share the software with partners, but

manage it here. Once the MOU's are completed with both Chambers, SCPP will have a public launch of this campaign. This fulfills the Objective II mission very well. Charles Wait asked if there is a potential for cost-sharing with these partners – Marty answered that this was not going to happen initially.

Marty attended the ISS Semi event in California. While there he met many people in the Semiconductor industry and developed several new relationships, one being with a company that has interest in building a location in the area. The company is reflected in the project report.

SCPP had a very productive meeting with GLOBALFOUNDRIES regarding how SCPP can be of service to them. Present at that meeting were Thomas Caulfield, Deb Leech (Senior Director of Procurement), Brendan Chudy, Gwen Bluemich, Mike Russo, and Greg Connors. SCPP is working towards helping them get suppliers here that will benefit their business. SCPP is also working with GLOBALFOUNDRIES to make MTEC (Manufacturing, Technology, Education Center) work, alongside the plan for the Next Wave Center. There are a lot of synergies with both their goals and SCPP's, and much future business potential for the County.

Jack Lawler stated that there is still no agreement on the LFTC Marketing Agreement. He would like to invite LFTC to have office space at SCPP.

Government Relations & Marketing Report – Alyssa McClenning

Meetings with local, regional and state officials have continued. We have had meetings with: Mayor Yepsen, Saratoga Springs City Council, Assemblyman Tedisco, and Senator Marchione and staff of Congresswoman Elise Stefanik. In the coming month we have meetings set with: Congressman Tonko, Supervisor DeLucia, Assemblywoman Woerner and several Saratoga Springs Commissioners.

Initial planning underway for a trip to DC, where we will have follow-up meetings with many of these officials.

Alyssa reviewed the board survey results with the Board. Survey findings show a majority of the Board would like to participate in economic development training and media training.

Alyssa presented a media and digital media month in review and month ahead.

Alyssa noted the Albany Business Review Power Breakfast is next week, and the following week is the Saratoga Chamber Chamber of Commerce Annual Dinner, both of which the Board has been invited to.

Motions and Resolutions

Motion to approve the list of bills and reimbursable expenses as presented in the Treasurer's Report, with the modification of removing the Zone 5 bill for \$7500, made by Matt Veitch, seconded by Brendan Chudy. On a voice vote the motion was unanimously passed.

Motion to approve the addition of credit cards for additional employees, on existing account, made by Ed Kinowski, seconded by David Wood. On a voice vote the motion was unanimously approved.

Motion to approve the credit limit increase on the credit card account made by Ed Kinowski, seconded by Rita Cox. On a voice vote the motion was unanimously approved.

Motion to accept the SCPP/Saratoga County agreement for partnership in 2016 made by Charles Wait, seconded by Art Johnson. On a voice vote the motion was unanimously approved.

New Business

Marty presented the concept of the Next Wave Center, and how it correlates to the MTEC facility that GLOBALFOUNDRIES is seeking. The Next Wave Center will include education space, flexible office space for suppliers, design center space, and landing pad space for foreign direct investment, start-ups, etc. To get this built, we need to work with the County, the IDA, LFTC and private sector. This is a step towards providing incentive for suppliers to locate here. Our rendering for this space is created by C. T. Male. We need to create a Pro Forma to move forward.

SCPP will present a preliminary plan to GLOBALFOUNDRIES the end of February.

Anita Daly indicated that she and Art Johnson had attended the meeting and felt that this project had great potential. She indicated that they had been approached by GLOBALFOUNDRIES some time ago to see if the County could support the MTEC. Jack Lawler said he felt that having SCPP help with this project and get it off the ground was important to SCPP and the entire County.

Motion to adjourn meeting made by David Wood and seconded by Brendan Chudy. On a voice vote the motion was unanimously approved.

Meeting adjourned at 3:38 pm

Next meeting is February 19th at 2 pm