

**Board Minutes**  
**2.19.16, 2:00 PM**  
**Saratoga County Prosperity Partnership**  
**2911 Route 9**  
**Malta, NY 12020**

**Meeting called to order at 2:05 by Chairman Jack Lawler**

**Present:** Chairman Jack Lawler, Board members Brendan Chudy, Gary Dake, Anita Daly, Kevin Hedley, Penny Hill, Arthur Johnson, Ed Kinowski, Justin Miller, Matt Veitch, and David Wood

**Employees in attendance:** Martin Vanags, Alyssa McClenning, and Judy Soukup

**Approval of Minutes – Jack Lawler**

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

**Treasurer's Report – Art Johnson**

Art reviewed the list of all transactions since the first of the year. The checking account balance reconciled in January with a balance of \$709,036.93. Assuming all presented bills are approved, the bank account balance will be \$675,099. The Visa bill came in after creation of this report, for a total of \$1946.11, bringing the total in the account to \$673,153.07.

*Motion to approve the Treasurer's Report as presented and to pay the invoices included in the monthly bills list was made by Matt Veitch, seconded by Ed Kinowski. On a voice vote, the motion was unanimously passed.*

**President's Report – Marty Vanags**

Marty Vanags presented the Draft Project Summary to the board noting no real change.

Marty Vanags noted that the KPI report is still in development and not quite ready for distribution to the board, but that he would have it for them at the next meeting.

The Fab Owner's Association meeting in California was productive. Marty Vanags met with five companies that he will be following up with.

The BRE campaign will be launching on the 29<sup>th</sup> of March, with a back-up date of the 30<sup>th</sup>. The Memorandum of Understanding (MOU) is set to lay out the rules of collaboration with each individual partner. The partners are currently The Partnership, Saratoga Chamber of Commerce and Chamber of Southern Saratoga County. We have had some other groups express an interest in partnering on this as well. Marty Vanags will be presenting the program and MOU to the boards of each of the two Saratoga County Chambers in early March. The Customer Relationship

Manager (CRM) for this project is through a company that he has worked with numerous times in the past, and is designed specifically for Economic Development use.

Anita Daly expressed an interest in expanding the partners that The Partnership works with, and interviews, on the BRE Campaign beyond the area Chambers of Commerce, siting specifically some of the regional professional and trade associations.

Regarding the Luther Forest Technology Campus (LFTC) marketing agreement. The Partnership will take over their website, their mail, and promote them on our website. In addition, all Partnership information will be on the LFTC website.

*Motion to accept the proposed LFTC Marketing Agreement as presented was made by Kevin Hedley, and seconded by Brendan Chudy. On a voice vote, the motion passed unanimously.*

Marty Vanags showed the board a rendering of what the Next Wave Center might look like, remarking on the sections including MTEC – a wing where GLOBALFOUNDRIES will run their automation, education and workforce development. In addition, there are wings for Supply Chain, Landing Pad and Design Center. We have met with a number of suppliers in the region who agree with the concept presented, validating the path we are taking.

The plan is that The Partnership would play the part of leasing the spaces within the NWC/MTEC out. It would be owned privately. The Partnership is meeting with the Industrial Development Authority (IDA) soon to discuss the property that is being discussed as a possible site for this project. The board agreed that the project is worthy of continuation. Jack Lawlor asked for Justin Miller to write out a legal menu of the appropriate path to proceed.

### **Government Relations Update – Alyssa McClenning**

Alyssa McClenning presented the Government Relations Update for February 2016. The report summarized meetings, policy efforts and events. She noted both she and Marty Vanags will travel to Washington DC in April to meet with policy-makers and elected officials.

### **Communications and Marketing Report – Alyssa McClenning**

Alyssa McClenning presented the Communications and Marketing Report for January 2016. The report summarized communications and marketing activities for the month of January 2016, as well as trends of note.

### **New Business**

Jack Lawler requested that the NYBDC agreement be tabled. The board agreed.

The Audit Committee is Gary Dake, Charles Wait and David Wood. The audit is being performed by Toski, the County's Auditor. By March 31<sup>st</sup> we are required to have our audit completed, reviewed and approved.

*Motion to approve the engagement of Toski as the SCPP auditors, for a minimum of one year, made by Charles Wait, seconded by Gary Dake. On a voice vote the motion passed unanimously.*

Jack Lawler reminded the board that there are currently three vacancies for board members, and asked each current board member to email Marty a list of potential members to be compiled and discussed at the annual meeting in March. Brendan Chudy asked if a discussion should take place ahead of time, without board approval to which Jack replied he would prefer not.

There is not currently a Personnel Committee. Marty Vanags asked if the board felt it was necessary to appoint one, to counsel is needed. The board stated that they would like to proceed. The three volunteers for the committee were: Gary Dake, Rita Cox, and Matt Veitch.

The SCPPI and SCIDA agreement discussion was led by Art Johnson. Art suggested that the agreement be given to Richard Ferguson to present. Jack Lawler and Anita Daly both offered to attend this meeting as representatives of the Saratoga County Prosperity Partnership.

*Motion to approve moving forward with the SCPPI and SCIDA agreement as presented made by Anita Daly and seconded by Art Johnson. On a voice vote, the motion passed unanimously.*

There was discussion about occasionally taking the board meetings offsite to county businesses, which was favorably received.

*Motion to adjourn was made at 3:41 pm by Charles Wait, seconded by Art Johnson. On a voice vote, the motion was unanimously passed*

**Next meeting is March 21<sup>st</sup>, at 2 pm.**