



**Special Meeting of the Board of Directors
April 13th at 3:30 p.m.
Via Zoom Conference Call**

Meeting called to order at 3:35 p.m. by Chairman Kevin Hedley.

Board Members Present:

Chairman Kevin Hedley, Board Members: Supervisor Eric Connolly, Supervisor Todd Kusnierz, Supervisor Darren O'Connor, Supervisor Benny Zlotnick, Steve Bulger, Brendan Chudy, Rocco Ferraro, Penny Hill, Josh Spain, and Charles Wait

Board Members Absent: Scott Solomon, Dave Wood

Saratoga Partnership Staff Present: Shelby Schneider, Jennifer Kelley, Michele Battle

Guests: Justin Miller from Harris Beach

CALL TO ORDER – Chairman Kevin Hedley

REVIEW OF SBA PAYROLL PROTECTION PROGRAM LOAN

The Federal Government has come out with the Paycheck Protection Program (PPP) to help organizations meet payroll. The Saratoga Partnership will get around \$81,000 from the program. If the Board approves accepting the PPP, according to the loan guidelines, 75% of money received would go towards payroll and 25% would be used for utilities, rent, and loans. However, the Saratoga Partnership does not have any loans. The PPP funding is based on 2019 numbers. A vast majority of PPP will be forgiven and will not need to be paid back. Based off the numbers, roughly \$30,000 will need to be paid back. Chairman Hedley stated the purpose of this meeting is to pass a resolution to accept the PPP loan.

Chairman Hedley also stipulated that although the Saratoga Partnership is going through the Adirondack Trust Bank, the terms of the loan are not those of the bank, but rather of the Small Business Administration.

Charles Wait stated that the amount the Saratoga Partnership has to pay back is over an 18-month period and that he doesn't anticipate that being an issue for the organization. He remarked that when this program was first announced, the Adirondack Trust Bank processed more than 600 loans over the weekend. He stated that that the following Thursday, the notes from the SBA were sent out and that within 10 days, the Bank was required to close the loans out from the system.

Chairman Hedley stated that the Saratoga Partnership can pay back the loan sooner than 18 months without a penalty.

Supervisor Kusnierz stated that the worst-case scenario would be that the Saratoga Partnership would be responsible for paying back \$18,000.

Shelby Schneider said that the Saratoga Partnership did not look into the Economic Injury Disaster Loan (EIDL) program which would have committed the Saratoga Partnership to a 30-year loan with an interest rate. She stated the Saratoga Partnership has no desire in getting a long-term loan. She continued, the PPP helps the Saratoga Partnership retain its workforce and cover overhead while we are essentially not using it since we are working from home. She stated that these PPP funds are on a first come, first go basis and that the Saratoga Partnership did not want to wait to apply due to the chance that these resources might not be there in the near future.

Rocco Ferraro asked how the \$81,000 was derived. Chairman Hedley responded that the number came from last year's average payroll times 2.5. The number was based solely on payroll and individual salaries were capped at \$100,000.

Supervisor O'Connor asked if we take the \$81,000 and in eight weeks, we pay back the \$30,000, would there be any liability. Chairman Hedley stated that the 1% interest starts being accrued immediately.

Supervisor Zlotnick asked if the interest is only on the amount we have to pay back.

Chairman Hedley replied that the Saratoga Partnership expects to use \$50,000 in eight weeks with money going toward payroll, telephone, and internet costs.

Rocco Ferraro stated he would like the Finance Committee to convene to look at expenses and revenue as it relates to the Saratoga Partnership's budget overall. He said that the budget needs to be revised immediately due to funding circumstances. He continued stating that he sees the PPP as an excellent opportunity for the Saratoga Partnership.

Shelby Schneider stated she has been in contact with the County Treasurer to discuss the Saratoga Partnership's revenue situation. She has also spoken with Dennis Brobston, President of SEDC about their investor-relations and his funding stream. SEDC has also applied for the PPP and were approved for funding.

Charles Wait stated that this is another example of why the two organizations should merge. He stated that it would be nice to have a diverse revenue stream, with a combination of the Saratoga Partnership's funds from the Room Occupancy Tax and SEDC's investor funds.

Brendan Chudy asked, how much would the Saratoga Partnership be exposed if we did not accept the loan?

Chairman Hedley stated that the Saratoga Partnership would walk away from a \$50,000 revenue source if they did not authorize the PPP Loan. He stated that the future of the Saratoga Partnership's revenue is unknown and that we had already started 2020 in a \$50,000 hole after we budgeted in December \$550,000 for this year's budget, but only received \$500,000.

Steve Bulger stated that the Saratoga Partnership is in a good situation with the PPP. He also gave accolades to Charles Wait and Adirondack Trust Bank stating they were one of the first banks in Steve's SBA region to jump on this initiative and has been one of the leading banks. Steve also said that with the hotel occupancy tax being greatly reduced, the risk/reward of the PPP is way more reward.

ADOPT RESOLUTION AUTHORIZING LOAN

A motion to accept the resolution authorizing the Paycheck Protection Program application and loan was brought by Supervisor Darren O'Connor and the motion was seconded by Rocco Ferraro. The motion to accept the resolution was passed on the following roll call vote:

Steve Bulger	Yes
Brendan Chudy	Yes
Eric Connolly	Yes
Rocco Ferraro	Yes
Kevin Hedley	Yes
Penny Hill	Yes
Todd Kusnierz	Yes
Darren O'Connor	Yes
Josh Spain	Yes
Charles Wait	Abstain
Benny Zlotnick	Yes

NEXT BOARD MEETING, MONDAY, APRIL 27, 3:00 PM VIA ZOOM CONFERENCE CALL

A motion to adjourn was brought by Rocco Ferraro and the motion was seconded by Chairman Kevin Hedley. There was no discussion and the vote on the Motion was **AYES: 11 NOES: 0**.
The Motion was carried.

The meeting adjourned at 3:58 p.m.

Recording Secretary


Jennifer Kelley