

Meeting of the Board of Directors
April 29th , 2019
Saratoga County Prosperity Partnership Boardroom
2911 Route 9, Malta, NY 12020

Meeting called to order at 3:30 pm by Chairman Kevin Hedley.

Present:

Chairman Kevin Hedley, Vice Chairman Brendan Chudy, Treasurer Arthur Johnson, and Board Members David Wood, Supervisor Ed Kinowski, Supervisor Todd Kusnierz, Penny Hill, Charles Wait, Anita Daly, Supervisor Kevin Tollisen, Josh Spain

Staff and Guests:

Saratoga Partnership Staff: Martin Vanags, Shelby Schneider, Michele Battle, Mary Estelle Ryckman, Jennifer Kelley, Jennifer Smith from Smith Executive Services, Justin Miller from Harris Beach

Board Members Absent: Secretary Rita Cox, Rocco Ferraro, & Supervisor Tim Szczepaniak

A motion to accept the Minutes from March 18th was made by Charles Wait, and the motion was seconded by David Wood. On a voice vote, the motion passed unanimously.

The Treasurer's Report was presented by Arthur Johnson. There were no questions or concerns. A motion to accept the Treasurer's Report was made by Brendan Chudy, and the motion was seconded by Anita Daly. On a voice vote, the motion passed unanimously.

The President's Report was presented by Martin Vanags, where he discussed some of the projects and initiatives that The Saratoga Partnership is currently working on. The Saratoga Partnership is working with a Canadian Company seeking to move to the area. We are assisting them with tariff issues and other foreign trade aspects of the project.

The Saratoga Partnership continues to work with a developer seeking to renovate a 230K square foot former manufacturing building into 160 units of workforce housing. We have met with the Town Supervisor and the Mayor in the neighboring community who have all pledged their support for this \$35 M project that will create 22 full-time jobs. The developer informs us that construction estimates are higher than they would like, and they are working to close the gap. The next step will be a second meeting with the IDA to make the case for a PILOT.

Supervisor Art Johnson explained although this is not the usual type of project for the IDA, there are not many projects that can assist this abandoned factory. Art Johnson went on to explain that there is a "Special" PILOT they can apply for.

The Saratoga Partnership met with representatives of a scenic rail operation whom have answered an RFP issued by Warren County and the Town of Corinth to lease or purchase 55 miles of short line railroad between Saratoga Springs and North Creek. The operator has extensive experience operating scenic trains throughout the U.S. and also has a division that operates freight. Their plan is to revive the tourism side of the rail with wine tours, beer tours and other family-friendly events for this rail line. They would also make use of the rail line for industrial needs.

The Saratoga Partnership has recently met with a Hudson Valley-based business Accelerator operator and introduced them to representatives from the City of Saratoga Springs and the City of Mechanicville. The

purpose of the meeting was to discuss the opportunity to bring the Accelerator program to those communities. We will be coordinating meetings with the leaders of each of those respective communities to develop a needs analysis to determine if an accelerator would be feasible.

A motion to adjourn to Executive Session to discuss personnel issues was brought by Art Johnson and seconded by Mrs. Anita Daly. On a voice vote, the motion passed unanimously. The Board adjourned to Executive Session at 3:56

The Board came out of Executive Session at 4:40pm.

A motion was made by Charles Wait to approve a salary increase plan for employees, and the motion was seconded by Ed Kinowski. On a voice vote, the motion passed unanimously.

A motion was made by Brendan Chudy to approve the Memorandum of Understanding with Saratoga Economic Development Corporation. The motion was seconded by Kevin Tollisen. On a voice vote, the motion passed unanimously.

The meeting adjourned at 4:45 pm.

Recording Secretary _____