

**Meeting of the Board of Directors**  
**August 26<sup>th</sup>, 2019**  
**Saratoga County Prosperity Partnership Boardroom**  
**2911 Route 9, Malta, NY 12020**

Meeting called to order at 3:31 pm by Chairman Kevin Hedley.

**Present:**

Chairman Kevin Hedley, Vice Chairman Brendan Chudy, Treasurer Arthur Johnson, Secretary Rita Cox, and Board Members: David Wood, Supervisor Todd Kusnierz, Penny Hill, Anita Daly, Rocco Ferraro

**Staff and Guests:**

Saratoga Partnership Staff: Martin Vanags, Shelby Schneider, Michele Battle, Justin Miller from Harris Beach

**Board Members Absent:** Supervisor Ed Kinowski, Supervisor Kevin Tollisen, Supervisor Tim Szczepaniak, Charles Wait, & Josh Spain

A motion to accept the Minutes from June 17<sup>th</sup> was made by Supervisor Todd Kusnierz, and the motion was seconded by Supervisor Arthur Johnson. On a voice vote, the motion passed unanimously.

The Treasurer's Report was presented by Treasurer Arthur Johnson. Rocco Ferraro asked about Professional Development being over budget at this point in the year. President Marty Vanags answered the question by stating that over the year it will self-adjust since there was more Professional Development scheduled for the beginning of the year than the second half of the year.

A motion to accept the Treasurer's Report was made by Dave Wood, and the motion was seconded by Rita Cox 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 Partnership is continuing 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 adjacent community who have pledged their support for this \$60 M project that will create 22 full-time jobs. Also, Marty plans to meet with the Superintendent of Schools for the community as well to keep him apprised of the project. This project should go before the IDA in September or October, with an estimated start time for the project being in the Spring of 2020.

The Saratoga Partnership is continuing to work on Project Sumatra and Project Doughball which continue to move forward, and we are assisting them with grants and furthering workforce development. We are moving forward on our Next Wave Community initiative with the following communities Galway, Ballston Spa, Milton, Moreau. For Moreau, our team is setting up the final SWOT/Foresight analysis workshop and is in the process of finalizing the Community Economic Development report. We are also creating Invest/Moreau sell sheets to help commercial market parcels available for development on Route 9.

Also, the Galway Survey is going well, and the community is entirely on board with community development.

In Mechanicville, we are not doing a full Next Wave Community Initiative currently, but we have created sell sheets for commercial properties in their community and attended a luncheon with investors and helped show what Mechanicville has to offer.

The Partnership will continue working on Workforce Development and continue to work with SUNY ADK on certificate programs.

Lastly, we are not hosting GSA in October for an event, they have been an unreliable partner, and we chose to not move forward with them at this time.

After Marty concluded his president's report Chairman Hedley moved to discuss the MOU between The Saratoga Partnership and SEDC. He asked President Marty Vanags to go over the MOU and what The Saratoga Partnership's plan will look like moving forward.

Marty reiterated what the MOU states SEDC's role would be

- a. To serve as the primary point of contact for existing and incoming business which are seeking to expand or newly invest in Saratoga County.
- b. To lead, strategically plan, and manage the marketing efforts and business attraction activities for economic development including advertising, prospect communication, site visits, recruitment, trade shows, site selector visits, and incentive development through County Industrial Development Agencies and other groups.
- c. To serve as the administrator for Saratoga County Industrial Development Agencies' and prepare applications, facilitate meetings as warranted and work through the entire process with the client. SCPP will refer to any projects requiring Industrial Development Agency assistance to the SEDC.
- d. To continue to work with private and public sectors on-site identification and development. SEDC will manage and make available the SEE Saratoga property and building index and inventory.
- e. To operate the Spark Saratoga incubator and accelerator programming to increase entrepreneurship and opportunities for existing businesses to support growing businesses.
- f. To develop, promote and operate the advanced electronic design initiative to boost innovation in the semi-conductor industry (EDI2).

Marty presented how The Saratoga Partnership will proceed with our portion of the MOU. The Saratoga Partnership will continue with its Next Wave Communities Initiative (NWCII). The NWCII is an initiative that provides communities in Saratoga County with services that help them prepare for and accept economic development.

The steps that we will take for this project are: 1) Next Wave Communities Economic Development, 2) Next Wave Development Loop, 3) Economic Development School, 4) Grant Assistance Program, and 5) an Ombudsmen Program.

Marty went on to address how The Saratoga Partnership will continue to work on our Business Retention and Expansion (BRE), which is the foundation for economic development in any community. The Partnership's program, Marty explained, gives businesses access to the entire menu of economic development services customarily provided to companies and business coming from out of town.

Marty reiterated that The Saratoga Partnership will continue to work in the marketing and promotion of Saratoga County as a place for semi-conductor industry and related technology companies and clusters including but not limited to artificial intelligence (AI), autonomous transportation (AT), the internet of things (IoT), the 5G network, Smart Cities and the Circular Economy.

The Saratoga Partnership will be the lead economic development agency engaging with companies and businesses on workforce development assistance. This includes representing economic development on the Saratoga-Warren-Washington County Workforce Development Board and the State Workforce Development Board.

The Saratoga Partnership will work on being the Database and Information Clearinghouse for Saratoga County. The Partnership will maintain and enhance the information and databank for businesses and the public sector in Saratoga County. This will include a rich store of data residing on our website and through contracted sources.

After President Marty Vanags finished his overview of the MOU and The Saratoga Partnership's plan moving forward, Chairman Kevin Hedley asked the Board to vote on the MOU.

Board Member Anita Daly raised the question of how stable is SEDC financially? Is this a concern we should think about? The general consensus is that this is not an issue for the Saratoga Partnership or our Board as we move forward. Anita Daly continued to raise the questions about how SEDC will work with the IDA, currently The Saratoga Partnership gives back the IDA fees to the company that they incur during this process, if SEDC will be handling all IDA applications this means that there are additional fees for the companies that they did not have to incur when using The Saratoga Partnership.

A discussion ensued about making sure the message is more unified that we are equal and not reporting one another. The emphasis needs to be on the collaboration of the two organizations working together.

There are items to be fixed before the MOU can be signed: Item 3 "see 5-B" needs to be corrected along with the Numbering of Sections. The board moved onto a vote with an understanding these items will be fixed.

A motion to accept the MOU was made by Anita Daly, and the motion was seconded by Dave Wood. On a voice vote, the motion passed unanimously.

A motion to adjourn to was brought by Penny Hill and seconded by Supervisor Todd Kusnierz. On a voice vote, the motion passed unanimously.

The meeting adjourned at 4:39 pm.

Recording Secretary \_\_\_\_\_