

Meeting of the Board of Directors
October 2nd, 2019
Saratoga County Prosperity Partnership Boardroom
2911 Route 9, Malta, NY 12020

Meeting called to order at 3:34 pm by Chairman Kevin Hedley.

Present:

Chairman Kevin Hedley, Vice Chairman Brendan Chudy, Secretary Rita Cox, and Board Members: Supervisor Ed Kinowski, Supervisor Todd Kusnierz, Penny Hill, Rocco Ferraro, Charles Wait

Staff and Guests:

Saratoga Partnership Staff: Martin Vanags, Shelby Schneider, Jennifer Kelley, Michele Battle, Jennifer Smith from Smith Executive Services, Justin Miller from Harris Beach, and Supervisor Philip Barrett, of Clifton Park.

Board Members Absent: Treasurer Art Johnson, Supervisor Kevin Tollisen, Supervisor Tim Szczepaniak, Josh Spain, Anita Daly, and David Wood

A motion to accept the Minutes from August 2nd was made by Rocco Ferraro, and the motion was seconded by Rita Cox. On a voice vote, the motion passed unanimously.

The Treasurer's Report was presented by President Martin Vanags. Rocco Ferraro asked about the private sector funding events and why for the fee for service, has nothing received yet? Marty answered by explaining that the companies for the International Trade fee for service did not meet the expectation we originally thought.

Supervisor Todd Kusnierz asked about Marty's Visa bill, was it inclusive of lodging and travel expenses. Marty responded letting Supervisor Kusnierz know this included all aspects of traveling and meeting from the hotel stay, to food and any other meeting or office expenses.

A motion to accept the Treasurer's Report was made by Charles Wait, and the motion was seconded by Penny Hill on a voice vote, the motion passed unanimously.

The President's Report was presented by Martin Vanags, he explained that the president's report will reflect the pivot the Saratoga Partnership is taking on regards to our MOU with Saratoga Economic Development Corporation (SEDC).

The Initiatives we will be focusing on include the Next Wave communities. The Saratoga Partnership held a kick-off meeting on the evening of September 17th where we presented the Next Wave Communities initiative and had a collaborative discussion with members of the Malta-Works economic development committee and members of the public who attended the session. We are starting the process to do an Economic Development Plan for Malta.

Marty reported about how his meeting with Mayor Larry Woolbright of Ballston Spa and the Saratoga Partnership will begin working with them on an Economic Development Plan. Mayor Woolbright has created a taskforce of 7 people with smaller focus groups comprised of 6 or 7 people to focus on specific issues.

Marty reported that we are also working with Town of Milton, creating sell sheets for them, and also continuing our work with the Town of Moreau and Town of Galway.

Marty reported activities under our Business and Retention Program. We will be having a Saratoga County Hospitality and Tourism Economic Index on November 13th from 11:30am - 1:00pm at the Excelsior Springs. We will be looking at a snapshot of our hotel and tourism industry.

The Saratoga Partnership team will be creating the Saratoga County Prosperity Summit, which will replace what we usually do in the fall. It will be an expanded version of the Saratoga County Economic Index with a half day of discussions on initiatives including business retention + expansion, Next Wave Communities, Placemaking, we have a speaker coming in from New York who is an expert on Placemaking. Placemaking asks how do we prepare our city for Economic Development and this is what the Saratoga Partnership has been tasked to do.

Marty reported that all of us at the Saratoga Partnership have completed our Sexual Harassment training, we did it online.

Under our Global Markets initiative, Marty said we will be cosponsoring a "Stop Fakes" event with the U.S. Department of Commerce to help businesses protect their intellectual property in foreign markets.

He reported that we are happy to see Utica landed their new semiconductor project. Although it would have been nice to have it here, it was not in the cards as far as the State funding and economic development process world. He said it does help create more semiconductor activity here in this part of the State.

Marty also reported the Saratoga Partnership is involved in working collaboratively with the Saratoga County Planning Department for their upcoming Planning Conference on February 6, 2020. The Saratoga Partnership intends to have a booth at the conference and Saratoga County Planning will help co-promote the Saratoga Prosperity Summit on March 3 at the Saratoga Springs City Center.

Rocco asked about Next Wave Communities and do we work with existing plans and outside plans by engineers and groups. Marty let Rocco and the board know that we are working with groups and others involved in developing plans for different towns and we are working in conjunction with them. Supervisor Ed Kinowski brought up Key Capture and how much recognition they are getting and what a great project it is. Marty also let the Board know he has been working closely with Key Capture and the possibility of a second module and we are helping them.

Chairmen Hedley let the Board know he will be heading to Abu Dhabi with CEG and some others. This project is fully funded by the UAE and their economic development agency. Kevin has been asked to lead a discussion with the Minister of the Economy for the UAE.

Marty reported that Jennifer Smith, Smith Executive Services, prepared our request for funding from Saratoga County. He presented The Saratoga Partnership's budget presentation along with our 2020 goals and objectives.

The Saratoga Partnership's Goals and Objectives for 2020 are:

1. Next Wave Communities Initiative (NWC)
2. Business Retention and Expansion
3. Semiconductor and Technology Cluster
4. Workforce Development
5. Database and Information Clearinghouse

The Budget reflect the areas The Saratoga Partnership will be focusing on. The first one is Next Wave Communities Initiative. We are seeking to assist Communities with their economic development plan.

Marty presented a plan for Business Retention and Expansion which is the process helping local businesses grow and expand and understanding them quite clearly, this is done with one on one meeting, economic indices, surveys and business roundtables. We will continue to collect and aggregate the data as it pertains to the county's overall economy. We will continue to work, process and get leads to SEDC.

Marty indicated we will continue to market the Semiconductor and Technology Cluster and promote Saratoga County as a place for the industry. This is currently limited to the ASMC event that we sponsor in May, Semicon West and anything we do regionally or with the State. We will continue to market Saratoga County for not only the Semiconductor Industry but also areas that work with this industry. We will work with AI, Internet of Things, and the 5G Network along with Smart Cities and the Circular Economy. Working with SEDC we will develop a multifaceted marketing strategy for the county that creates a compelling value statement for the Semiconductor Industry.

Marty presented plans for our work in Workforce Development. We are currently the economic development representative on the Saratoga-Warren-Washington Workforce Development Board (SWW WDB), and Shelby also sits on the State Workforce Development Board.

Workforce Development Boards are mandated by the federal government that each county needs to have one. Work will continue with these and other workforce development agencies in the county.

Work will also continue to maintain enhanced information for both business and the public sectors in Saratoga County via a Database and Information Clearinghouse. We will house this information on our website, and it will include common statistical data, information and research through our NWCI, and continued implementation of the Economic Index series. The Saratoga Partnership will also develop new webinars and programs enhancing the use of data and information in the county.

Marty presented a budget that showed \$760,000 in revenue which included \$550,000 in occupancy tax funding and a request for \$130,000 in general fund money.

Marty said we will continue to work with towns, cities, and more and still try to make that work. Also, NWCI lays a lot of the foundation necessary for this work.

The lack of infrastructure is an issue. the NWCI can assist by seeing what is needed, and where the challenges lie in each community, then we can work with SEDC, county and other communities to make this happen.

Ed Kinowski stated each planning board will march to what the people want in their community. So, the NWCI can be a part of going in each town to assist with what they want as a community, what do they see for their future and then how can help bringing utilities into any particular area.

Rocco Ferraro asked about community input and how much of their wants are part of the plan. Marty explained that it as much of what a community does not want as well as what it wants. This why we have a kickoff meeting and detailed explanation of how we are going to help along with the community's input.

Charles Wait asked about the funding. He reiterated our request represents a \$220,000 less than what we asked for last year. What did we cut to get to this and what did we shift to SEDC to get to this number? Marty explained we cut attraction which is a major expense in economic development.

Charles Wait asked if the amount of money we requested; can we accomplish the goals we have been charged with. Marty responded that he estimated conservatively and believe The Saratoga Partnership can make this work. Marty also explained as we move forward there may be other ways to generate funding through event and revenue generated activities.

A discussion ensued about how much we are asking for and where are the cuts we made. Marty reiterated that these are goals we can meet and will continue to work with these parameters. Marty requested we vote on whether or not that we can submit the proposed Budget to the County, which lead to more discussion.

Supervisor Todd Kusnierz asked about the fact the amount for staffing has not gone down. Marty reiterated that we are doing a lot more work and that is why staffing has not changed, Supervisor Ed

Kinowski pointed out there is a lot of leg work that will be done with the current scope of work and there is a lot of value in this type of work and there is a need to keep staff to continue with the NWCI.

Marty also explained he has an additional plan for even more savings he will get into next. Rocco Ferraro, expressed concern that we may not have enough workforce for the demands if the NWCI. The Saratoga Partnership may need to stagger how many NWCI we can do in one year.

The discussion continued about how we are going to save more money. Marty requested to move into the next presentation to show some ways we can make more changes.

The three options for how SCPP and SEDC might work together to save money were presented, including a contract for service option, a cost sharing option, and a merged option.

Marty indicated that inevitably Option III, a merger is where we are headed.

Charles Wait also believes that a merger is the best choice and where everyone should be heading. Vice Chairman Brendan Chudy did state that going forward that a merger may take some time so we will need steps to get to this point eventually.

Supervisor Phil Barrett was given the floor by Chairmen Hedley. Supervisor Barrett offered his opinions regarding the MOU and the different roles played.

A motion to send the budget to the county was made by Supervisor Ed Kinowski and seconded by Rita Cox. On a voice vote, the motion passed unanimously

The meeting adjourned at 4:44 pm.

Recording Secretary _____